

GRAIN & FEED JOURNALS

CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

In This Number

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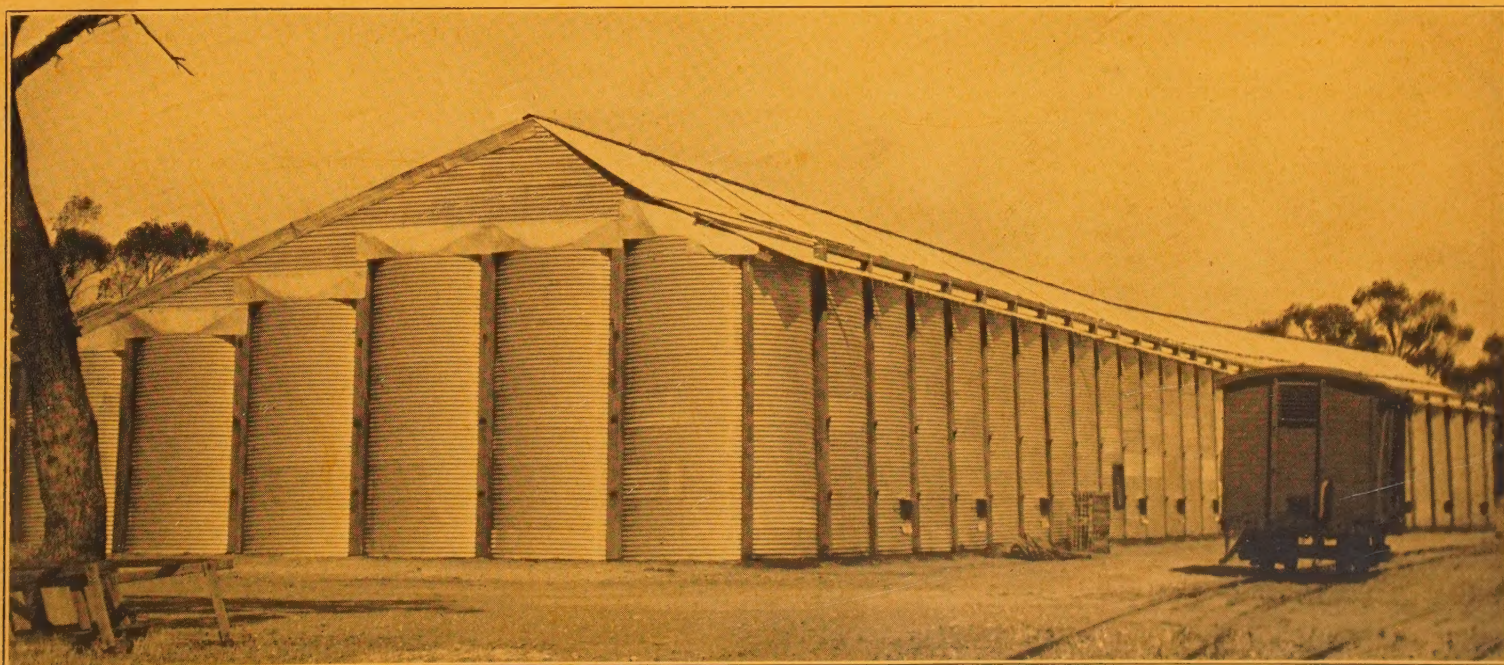
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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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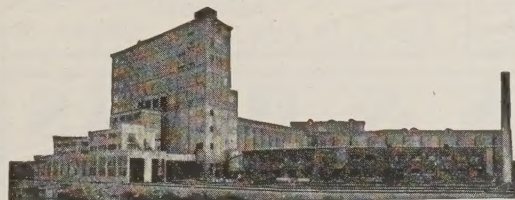
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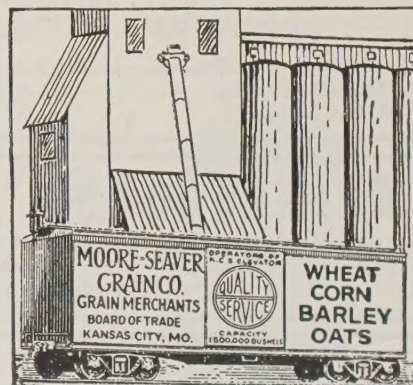
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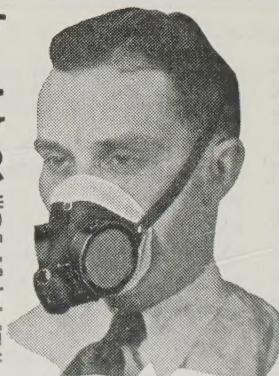
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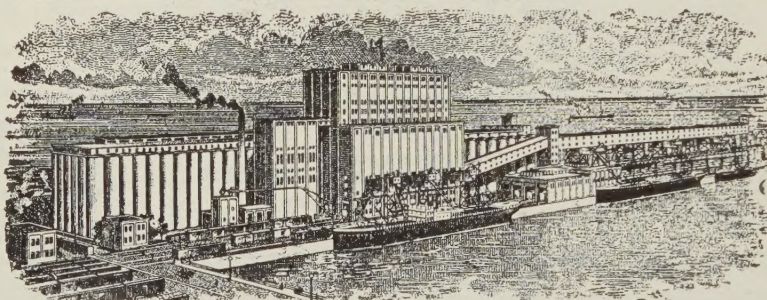
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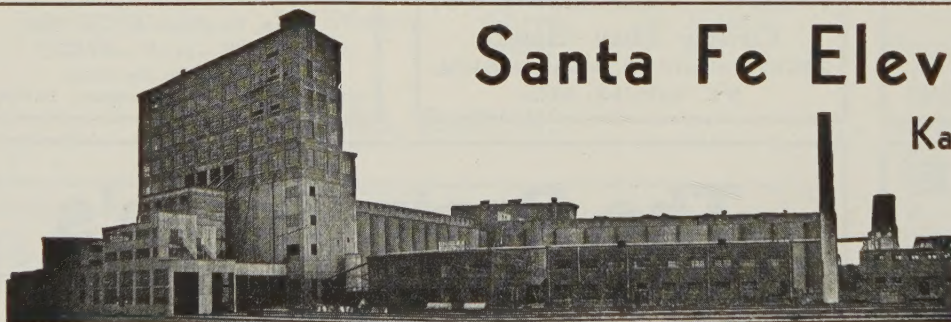
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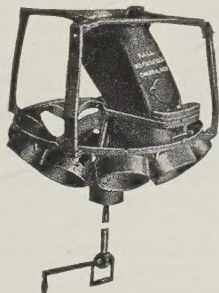
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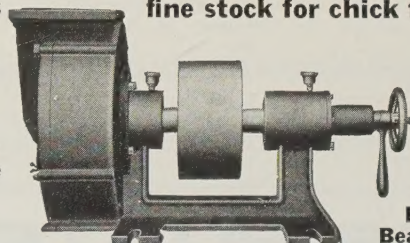
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ILLINOIS ELEVATOR AND MACHINERY FOR SALE. ALL IN GOOD CONDITION. IN THE CENTER OF A GOOD PRODUCTIVE AREA. FOR PARTICULARS COMMUNICATE WITH D. R. KINDER, LITCHFIELD, ILLINOIS.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

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FOR SALE—Our Myrtle and Holcomb, Ill., yards, elevators, buildings and merchandise. Good opportunity in old successful profitable lumber, coal, grain businesses in small N. Ill. villages; priced low to move quickly. Holcomb-Dutton Lumber Co., Sycamore, Ill.

FOR RENT—Flour, feed, grain, cement and coal business; truck scale, coal conveyors, electric feed mill, cob grinder, and grain cleaner; warehouse, feed mill and coal yard; located in real dairy farming territory. J. W. Muench, Francis Creek, Wisconsin.

NORTHWESTERN U. S.—A well established, profitable business is in need of additional working capital. The business is conceded one of the best of its kind in the territory; plant consists of a good sized concrete warehouse equipped with modern machinery for cleaning and handling grain and feeds. Business done is very diversified. Located in good poultry, dairy, stock-raising and seed growing section. Prospects are good for handling over million pounds of wool. Excellent opportunity for an energetic young man who has the will to work and succeed, one knowing seed handling and selling especially desirable. No better business of its kind in the country. Write us your experience and what you will invest. All correspondence held in strict confidence. Address 80A7, Grain & Feed Journals, Chicago.

SITUATION WANTED

WANT—Position as elevator manager; successful record; well experienced with large volume retail sales as well as buying end; also with feeds, lumber, coal and farm machinery. Address Box 2, Ellis, Nebr.

WANT POSITION as manager; 17 years' experience; competent to handle all side lines; familiar with Illinois-Indiana customs; age 42; reliable references; can change in 30 days. Address 80E13, Grain & Feed Journals, Chicago.

PARTNER WANTED

WANTED—Young man with experience in country elevator business and some capital to take interest in and operate Illinois elevator handling grain, lumber, and coal. Address 80E5, Grain & Feed Journals, Chicago.

ADDRESS WANTED

ADDRESS WANTED of Alfred Lawton, Jr., formerly in the grain business at 420 Empire Bldg., Pittsburgh, Pa. Address 80E14, Grain & Feed Journals, Chicago.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

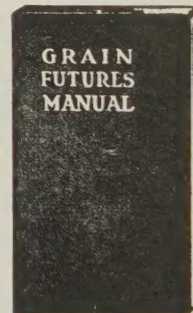
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WANT—Or will trade a Sidney 600 bu. capacity sheller for a No. 22 or 23 Western pitless sheller, new or used. Glasford Grain & Milling Co., Glasford, Illinois.

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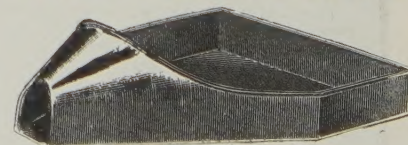
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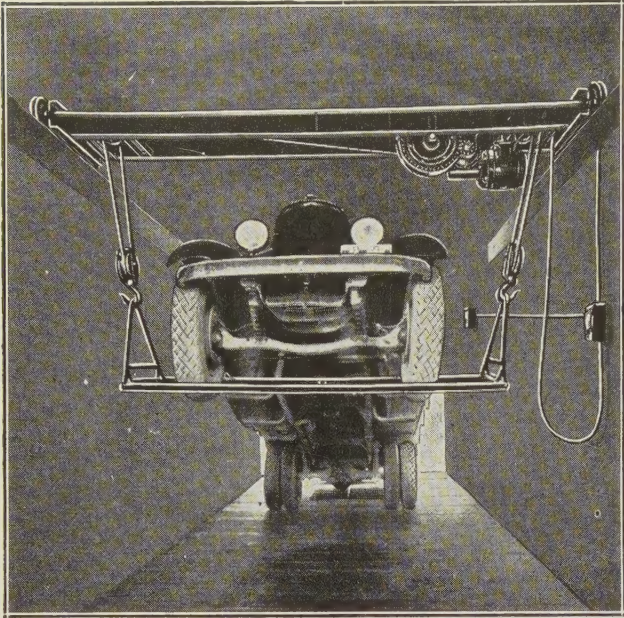
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THE BENDER ELECTRIC LIFT



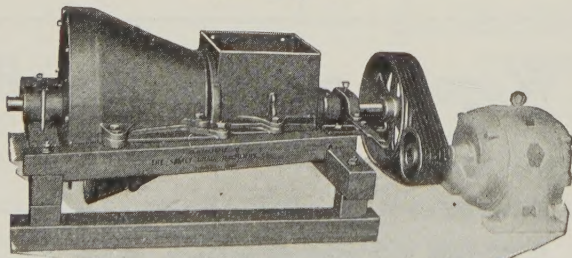
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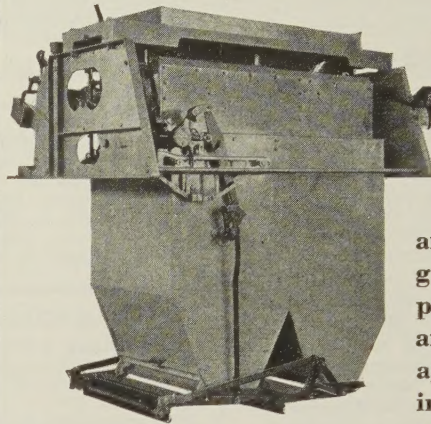
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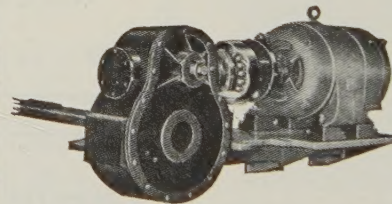
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Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

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THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., MARCH 9, 1938

FARMERS who reduce their acreage in compliance with the instructions from Washington will feel defrauded if, before the benefit payments can be made, the courts and the comptroller hold the marketing control unconstitutional.

THE I. C. C. has granted the railroads an increase of 5% in the freight rates on agricultural products but nothing on bituminous coal. If the railroads had refused to advance the excessive wages of the train operators, advances in freight rates would not now be needed.

THE LAST DUST EXPLOSION of 1937 blew out the old year Dec. 16 with trifling loss at Pekin, Ill., and an investigating com'tee has so well traced down the cause that if its recommendations are followed it is not likely to be repeated. Preventing accumulations of dust, without which there can be no explosion, is the remedy; and for unavoidable explosions the provision of relief outlets for expansion of the gases will prevent demolition of the elevator.

THE ACREAGE reduction effected by the new A.A.A. should more than double the demand for fertilizer. Alert grain dealers will stock and advertise the best obtainable.

DISCRIMINATING buyers will demand certified seed if they wish a large yield of quality grain. The grain dealer is directly interested in his patrons harvesting a large crop, so it behooves him to handle *only* dependable seed.

FREE SEEDS are no longer obtainable from any department of the Federal Government and seekers should be glad of it, because few of the seeds formerly distributed by thoughtful Congressmen were worth planting.

SOUND SENSE on the position of the middleman, whether a private grain dealer or the manager of a co-operative, is expressed by the manager of the Pacific Northwest Feed Ass'n in his annual report published elsewhere, holding that anyone making his living out of distribution is a middleman, and that every middleman, whatever his description, should co-operate in working for a living margin.

MARKET leaders will be encouraged by the federal court decision of March 4 holding that a squeeze in a grain future running up prices is not the monopoly proscribed by the Sherman Anti-Trust Act, as long as there is plenty of grain in the country. Had the court's ruling been otherwise, market leaders would be faced with the certainty of scores of suits for treble damages by persons on the wrong side of the market.

PERSONS charging that statements by the Sec'y of Agriculture repeatedly stressing the large crops have cost the farmer dear by depressing the price of wheat, attach too much importance to the official's utterances. The size of the world's crops controls the price; and buyers know his declarations are for the purpose of bolstering up his claims that prices will drop without government control. How long since a still higher official told us about 35-cent wheat and 6-cent cotton?

SALES OF commercial and mixed feeds have been increasing rapidly for several years past as shown by the official statistics of Ohio, Minnesota, Kentucky and Texas, reflecting the increased output of country millers and feed mixers, while two of the large terminal feed manufacturers have recently gone out of business, largely on account of excessive taxation and labor exactions. This trend is facilitated by the improvement in and greater variety of equipment now offered the country elevator operator who contemplates making feeds. Trucks hauling cattle to market can return with concentrates in less than carload lots.

IN SELECTING profitable side lines, it is always the part of discretion to avoid infringing upon the business of established merchants, who may reciprocate.

UNIFORMITY on the grading of beans in all parts of the country is greatly to be desired since the products of different sections compete in the nation's markets.

HEAVY WIRE screens over all cupola windows will help to keep out sparrows, pigeons and locomotive sparks, as well as prevent boys throwing stones through the glass.

IF YOU experience any difficulty in understanding the many perplexing provisions of the Agricultural Adjustment Act of 1938 read it backwards and you will readily discern that it is just as clear as mud.

DISTILLERS of alcohol to be denatured or used as fuel can utilize low grades of corn if the price is right; but the distillers of potable liquor who market their product under brands desire quality as well as quantity in production and shy from corn that may contain a wild ferment.

FARMERS who are pulling a sit down strike because the prevailing prices do not suit them may receive a better price some day, but so long as they are holding grain on their farms they must assume all the hazards of ownership, including deterioration shrinkage, ratage, theft, fire, declining markets and personal taxes. By selling now they avoid all these hazards, pay their notes and save the interest.

THAT GRAIN handled from producer to consumer on a smaller margin of profit than any other farm commodity may be a tribute to the efficiency of the grain merchants; but should be a reminder that each dealer must carefully consider whether he is taking a sufficient margin, since there is ample room to revise it upward without undue profiteering. The co-operatives need a margin to grease the wheels of their business and to pay a dividend at the end of the year, quite as much as do the independent and line companies.

ACREAGE REDUCTION under A.A.A. corn allotments does not necessarily mean less corn for the dealer to handle, since the farmer who reduces his acreage will need less seed and can afford to buy hybrid seed corn, the larger yields from which will more than make up for the reduction in acreage. When the A.A.A. restricted cotton the planters used their best acres and much fertilizer, resulting in the record-breaking crop of 1937. On March 1 there was still back on the farm 129,000,000 bus. of wheat, to be shipped, compared with 87,000,000 a year ago.

THE GRAIN grading schools are making more careful buyers of grain dealers who recognize they must sell their grain by grade. Buying by kind is just a wild guess as to the quality of the grain offered.

CASTOR BEANS planted in a row around a field of grain is credited with keeping out chinch bugs and with killing grasshoppers that dared to eat the plant, so an extensive test will be made at Atchison, Kan., this year, and everyone is cheering for the beans.

A SHARP trucker of Ogallala, Nebr., who was caught unloading grain from a secret compartment after he had collected at Scottsbluff for the full amount called for by his weight certificate, is now defendant in a suit for \$153.75, the shortage claimed by the buyer. It pays to weigh again all grain bot from or sold to strange truckers.

THE TRAVELING salesman from the Golden State who obtained a bag of clover seed from an Ohio elevator on the claimed verbal order of a neighboring dealer has not been heard of recently. His narrow escape told of on our Field Seed pages discouraged further activities along his line. A written order for the seed might have excused its delivery on the stranger's demand, but the checkup by the alert manager brot about its recovery.

A Goal Without Merit

"Goal" seems to have become a pet word with the Washington bureaucracy; and like many other good words is being misused, having been substituted for the word "allotment" employed a few years back in defining the policy of scarcity, now euphemistically denominated "balanced abundance."

A goal is something for which to strive. It implies a struggle or contest ending in achievement, whereas the goals of the A.A.A. place a premium on doing nothing. It requires no striving to cut the acreage of corn, wheat or cotton. No farmer is entitled to a medal for having planted 5 acres of corn instead of 6. He does not have to be a "master farmer" to receive the benefit gifts.

By employing the word "objective" the purpose of the A.A.A. would be more accurately described, as an objective may be good or bad; and of course acreage reduction is bad from the standpoint of the millions of our people who do not get enough to eat.

In the old potato control law the word "allotment" appeared 24 times, and the word "goal" not once, while in the new potato control law the word "goal" is used 17 times. Thus by attaching a flavor of merit to the campaign it is sought to disguise the true purpose of creating an artificial scarcity to rob the consumers.

Validity of 1938 Farm Law Questionable

In drafting the Agricultural Adjustment Act of 1938 its framers had in mind the decision of the United States Supreme Court invalidating the earlier law on the ground that Congress had no power to control farm production.

Searching for a basis to warrant the new law, its framers seized upon the clause in the constitution giving Congress the power to regulate interstate commerce. In section 321 of H. R. 8505 it is stated that excessive supplies of corn acutely burden and congest interstate and foreign commerce in corn, even going so far as to allege corn moves in interstate commerce after it is fed to live stock and the cattle are shipped in interstate commerce. This seems rather far-fetched, but it is necessary to make the Supreme Court believe that when a farmer sells corn to a cattle feeder in his own state he is burdening interstate commerce in corn.

The 15-cent per bushel fine imposed by the Government on a farmer who sells more than the quota set by the bureaucracy for his farm may be the rock on which the whole Adjustment Act of 1938 will be wrecked. As soon as one of the millions of farmers affected by the act refuses to pay the penalty the validity of the penalty clause will come before the court.

It is possible that the court will reject the finding of the bureaucracy that 10 per cent in excess of normal corn supply Oct. 1 would burden interstate commerce if shipped.

Also the court may find that shipping more than the wheat quota would not burden interstate commerce. There are instances on record where the Supreme Court has not accepted the dictum of Congress.

Large crops have never been a nationwide burden on storage or transportation facilities. The congestion has always been confined to a single terminal market, as evidenced by temporary embargoes declared against certain elevators at certain named ports or terminals. Our 1937 corn crop was not excessive at 2,644,000,000 bus., compared with 3,037,910,000 bus. in 1906, and there has been no congestion in its movement except at New Orleans, and that was due not to a lack of transportation but to inadequate facilities for drying.

If the farmer refusing to pay the penalty can prove in his own case that his corn shipment did not burden interstate commerce, but went to a corn industry in his own state or went to a neighboring cattle feeder, it would seem that the court would be bound to declare him not liable to the penalty.

Sufferers substantially but indirectly from bad laws find it difficult to obtain a standing in court as they can not prove

damage in dollars and cents. It is otherwise, however, with persons fined or sent to prison, as the harm to them is unquestioned, and the courts search the facts and argument to give them the benefit of all doubts. Thus it was that the first AAA control law was invalidated when the Hoosac Mills was required to pay a processing tax on cotton. The money to be transferred from the Mill to the Internal Revenue Department gave the Mill a standing in court, just as the penalty on the farmer will give him a standing to resist.

For the benefit of grain buyers it is very desirable that the farmer's liability for penalty be speedily adjudicated. If thrown out by the Courts the grain buyers will be relieved of the duty and the threat of a \$500 fine provided in section 372 of H.R. 8505, placing on them the duty of acting as collection agents for the Government, as well as relieving them of the expense of employing a bookkeeper and compiling an elaborate set of records and reports in the form to be dictated by the Sec'y of Agriculture.

All Grain Buyers Must Be a C.o.P.

In the eyes of all violators of the A.A.A. of 1938 all buyers "of wheat, cotton or rice" will wear a new and ominous title, abbreviated it spells C.o.P.—collector of penalties.

The new law very clearly specifies in the first paragraph of section 372 that the penalty shall be collected by the buyer, and the following paragraph provides that, "such penalties shall be remitted to the Secretary by the person liable for the penalty, except that if any other person is liable for the collection of the penalty, such other person shall remit the penalty," so the buyer must serve as collector of penalties.

Evidently Section 373 is intended to broaden the scope of the law as it provides, "This subsection shall apply to warehouse men, processors and common carriers of corn, wheat, cotton, rice or tobacco and all ginners of cotton, all persons engaged in the business of purchasing corn, wheat, cotton, rice or tobacco from producers."

Why corn and tobacco were omitted from Section 372 is not clear, but section 373 makes it very clear that all persons shall keep such records and make such reports as the Secretary finds necessary to carry out the provisions of the act.

Any person failing to make any report or making a false report shall be deemed guilty of a misdemeanor and shall be subject to a fine of *not more than* \$500.

Sad to relate no compensation for services rendered or reimbursement for expenses incurred is provided so grain buyers may be expected to serve as C.o.P.'s at their own expense.

Getting Relief from Trucker Merchant Competition

Country grain shippers, railroads, farmers and all country communities are directly affected by the increasing activities of traveling merchants of unknown name and address. These sharks not only prey upon the grain merchants who condescend to do business with them, but by swindling the farmer out of his grain they reduce his buying power in the community and divert large quantities of his produce from the rail carriers.

These irresponsible nomads have swindled so many farmers and grain merchants both by false weights and rubber checks, they should experience great difficulty in finding anyone willing to trade with them, but by bidding over the market they seem to be able to induce grain owners to forget about tricky trucks and short weights.

Some states are attempting to collect a high license fee from each traveling trucker merchandising any commodity within their boundaries. If all peddlers are required to have a state merchandising license plate attached permanently to their truck cab in a prominent position, it might help to induce all traveling merchants to abandon trickery and adopt honesty in all their dealings as being the best policy. So long as the name and home address of the trucker is unknown to those with whom he attempts to do business it is natural that he should try to take advantage of everyone at every opportunity and truckers have surely done so during the last five years. A license plate and a painted sign giving the name and home address of the truck owner would help to establish his identity and facilitate his arrest in case he indulged in any dishonest trickery so common to these traveling merchants during recent years. A sign combined with a merchandising license plate would induce the smoothest of these swindlers to exercise caution in dealing with established merchants.

The conviction is common with all merchants having experience in the operation of trucks that most of the traveling merchants have heretofore depended largely upon swindling practices for their profit. Country merchants dealing in grain, coal, lumber and other farm supplies owe it to themselves and their com-

munities to expose the swindling practices of the unknown truckers and exert themselves to help secure such regulation of these roving merchants as shall protect their business from the tricksters and protect the farmers and customers of their communities from the traveling truckers.

Some enterprising grain merchants with unusual courage have succeeded in establishing regular trucker service for their communities that has driven the dishonest tricksters out of their districts and while we have published pleasing notices of the success of many who have rejuvenated their business in grain and other farm products, through the establishment of their trucking service, we have not learned of one dealer who failed to increase the volume of his business through the operation of a fleet of modern trucks.

While this may not provide permanent relief from the competition of irresponsible truckers, it has surely helped many to recover a shrinking business.

The Urgent Need of Better Seed

The leaders of the seed departments of all agricultural experiment stations are working more vigorously than ever this year to discourage farmers' buying field seeds from strangers which has not been officially tagged or certified. Every farmer should recognize dirt and weed seed in any lot of seed offered him and quickly reject it regardless of the price asked for it. The splendid results attained through the extensive use of hybrid seed corn last year has helped to stimulate all growers' interest in the selection of clean seed of the best quality obtainable.

One most encouraging development during recent years has been the installation of better facilities for cleaning all field seeds and testing them for viability. No farmer can afford to waste his time and cast his opportunity to the winds by planting dirty, worthless trash even though some traveling sharper gave him the stuff.

Many elevator men have stimulated the interest of their farmer patrons in better seed by conducting germination tests free of charge for all comers and operated their power cleaner at a pleasing profit. No farsighted grain buyer can help but realize that the better the seed, the better the fertilizer he sells to his patrons, the greater will be the volume of his grain receipts after harvest. He is as deeply interested in the production of an increased volume of superior grain as is the farmer and the more active he is in helping his patrons to secure better crops of better grain, the more secure will be his business.

OHIO'S manlift requirements published on page 198 of this number are surely rigid enough to stimulate caution in every installation.

Damages Denied by Court in Corn Corner Suit

Judge Woodward in the Federal Court at Chicago on Mar. 4 decided in favor of Thomas M. Howell and against Soma Peto in his claim for \$23,718 market losses.

The suit was an action for treble damages under the Sherman Anti-Trust Act against Mr. Howell for damages claimed to have been caused to Mr. Peto by reason of the tightness in Chicago July corn futures in the last three days of July, 1931.

Mr. Peto had gone short 35,000 bus. of July corn in April and May of 1931 at a price around 61c per bushel. The price of the July future from that time to July 28th, with the exception of a very few days, was lower than that figure.

The expiring July future advanced from 58c per bushel at the close of the 27th to 72½c at the close of the 31st, and the plaintiff bought in his contracts at approximately 71c.

The plaintiff claimed that the defendant had monopolized the corn market of Chicago and the United States and that this had caused the advance in price. The evidence showed that this advance in price was not reflected in the other Chicago futures, nor was it reflected in the prices in futures or cash grain at any of the other principal grain centers. It was claimed that the defendant, Howell, had purchased and controlled around 8,500,000 bus. of July futures, none of which were sold by him until the 31st day of July; that during the month he had accepted delivery on almost 8,000,000 of these futures and had not resold any of the actual grain delivered, and that Howell, at the close, held the entire visible commercial supply of corn.

The evidence ably presented by Edward R. Adams, of Miller, Gorham, Wescott & Adams, attorneys for defendant, of course, showed that there were hundreds of millions of bushels of corn on the farms, that there was corn available in the principal grain centers, that there was corn available at Kansas City, which was the place of business of the plaintiff, and that plaintiff had made no effort to ship in any corn from outside to deliver on his short sale.

Section 2 of the Sherman Anti-Trust Act forbids monopolizing any part of the trade and commerce among the states. Section 15 of that Act gives a right to treble damages, plus attorneys' fees, to anyone who is injured by reason of a violation of Section 2.

At the close of the plaintiff's evidence the court held that the evidence introduced by the plaintiff did not support the claim that the defendant had monopolized the corn in Chicago and thruout the United States.

FARMERS in Manitoba should be a sufficiently large percentage of the voters to defeat the ridiculous proposal of the economic survey board to tax transactions in grain futures. The \$13,125,000 expected annual revenue would come out of the pockets of the farmers. The only way merchants can stay in business for any length of time is to pass on all taxes.

FEED MIXERS must read their journals closely to keep up-to-date on the newer developments in animal nutrition. Great progress has been made since the long period during which the balanced ration ruled. Now we have the vitamins; and next fall some 15 professors working on nutrition will co-operate in announcing new feed evaluations. Their findings will be available to the small feed mixer as well as to the large manufacturer.

Don't Quit!

When things go wrong, as they sometimes will,
When the road you're trudging seems all up hill,
When the funds are low and the debts are high,
And you want to smile, but you have to sigh,
When care is pressing you down a bit,
Rest, if you must—but don't you quit.
Success is Failure turned inside out—
The silver tint of the cloud of doubt,
And you can never tell how close you are;
It may be near when it seems afar;
So stick to the fight when you're hardest hit—
It's when things seem worst that—you mustn't quit.

Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

Costs of Concrete or Cribbed Construction?

Grain & Feed Journals: Would cribbed wood construction covered with metal siding be any cheaper than six concrete tanks 100 ft. high for 100,000 bus. of storage, without any machinery? Gravel and sand can be had here at about \$1.25 per ton.—C. & G.

Truck-Load Buyers at Terminals?

Grain & Feed Journals: Are there any terminals buying grain in truck-loads and paying full price?—Zieske Elevator Co., Cobden, Minn.

Ans.: A few elevators at Chicago and other terminals that have dumps and scales for unloading trucks are doing so. The carload price should be shaded, as it costs more to handle the same amount of grain in many trucks; and at most points grain coming in by truck has not the transit privilege out of the market enjoyed by incoming rail grain.

Books on Feeds?

Grain & Feed Journals: What are some good books on mineral mixtures, feeding and feed formulas?—Kenworthy Grain & Milling Co., South Tacoma, Wash.

Ans.: Numerous feed formulas are given in the "Feed Trade Manual," a reference book which contains 308 formulas for making feeds.

"Principles of Feeding Farm Animals," a 395-page book, gives rules for feeding and the nutritive values of different feeds.

"Feeds and Feeding," by F. B. Morrison, 1,050 pages, is the most comprehensive work, containing 21 pages on minerals.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

March 27, 28, 29, 30, Society of Grain Elevator Superintendents of North America, Kansas City, Mo.

April 21, 22, California Hay, Grain and Feed Dealers Ass'n, Los Angeles, Cal.

May 2, 3, Western Grain & Feed Dealers Ass'n, Des Moines, Ia.

May 9, 10, Illinois Grain Dealers Ass'n, Danville, Ill.

May 13, Oregon Feed Dealers Ass'n at Portland, Ore.

May 16, 17, Kansas Grain, Feed and Sec. Dealers Ass'n, Hutchinson, Kan.

May 26, Missouri Grain Dealers & Millers Ass'n, Kentwood-Arms Hotel, Springfield, Mo.

May 31-June 1, Pacific States Seedsmen's Ass'n, Portland, Ore.

June 6-7, Central Retail Feed Ass'n, Schroeder Hotel, Milwaukee, Wis.

June 6-7, Northwest Retail Feed Ass'n, Minneapolis, Minn.

June 9, 10, American Feed Manufacturers Ass'n, French Lick, Ind.

June 20-23, American Seed Trade Ass'n, Detroit, Mich.

June 26, 27, 28, Ohio Grain, Mill & Feed Dealers Ass'n, Deshler-Wallick Hotel, Columbus, O.

Sept. 26, 27, Tentative dates for Grain and Feed Dealers National Ass'n, Royal York Hotel, Toronto, Ont.

Early Hearing on Pettengill Bill Urged

Senator Burton K. Wheeler, chairman of the Senate's interstate commerce com'te, has demanded quick hearings for the Pettengill long-and-short haul bill, which proposes to give the railroads more freedom thru repeal of the restrictive clause in the Interstate Commerce Act that prevents a railroad from cutting rates between competitive points to meet the competition of other forms of transportation.

The bill has already been passed by the House. Backed by literally every ass'n of grain dealers in the country, every railroad and industry in general, the bill is expected to receive a quick and favorable vote if it can be forced to the floor of the Senate at this session.

Attempting to block action is J. B. Campbell, a former member of the Interstate Commerce Commission and representative of the opposing interests, who aroused Senator Wheeler when he said he would require at least two months for presentation of his witnesses.

Your Federal License

The pending O'Mahoney-Borah Bill for Federal licensing of business organizations "would foist upon American industry bureaucratic regimentation without parallel except in Fascist countries," according to James H. R. Cromwell. Speaking at the Town Meeting of the Air, on the same program with Senator Joseph C. O'Mahoney of Wisconsin, Mr. Cromwell asserted that the proposal aimed to use the licensing device "to remake our economic structure."

"The old N.R.A. was a pop-gun to a cannon compared to the sweeping powers conferred upon the Federal Trade Commission under the projected laws," Mr. Cromwell said. "The N.R.A. could police, regulate, and enforce various trade practices voluntarily agreed upon, but it had no power to forbid new or existing enterprise, or to force any business to a full-stop because of some real or technical violation."

"The fact that the Federal Trade Commission may bring within its jurisdiction persons not engaged in interstate commerce if they are competing with corporations federally licensed, thus drawing even local enterprise into the orbit of Federal control, is final proof of how completely the present scheme seeks to control economic life in America."

"This measure seeks to direct the flow of virtually all business and enterprise in the United States through the bottle-neck of an omnipotent Federal Bureau."

"If the aim is merely to clip the power of big business," he said, "let's recall our national experience under the N.R.A. Who was hit hardest by the provisions of that Act? Ask the kosher chicken dealers, the small shopkeepers and others who finally arose to smite the N.R.A. You cannot shoot at business in general without hitting the most vulnerable and it's the little business man who is likely to get hit first."

"The time has come, I believe, when our economic system should be given food, not stimulants; when it should be freed as much as possible from fear and dependence; when it should be allowed to exercise initiative and enterprise in the public interest; when hope of reward, not fear of punishment, should be used to raise the productivity of our system. I do not seek to under-estimate the seriousness of the problems that still call for solution but it would be folly to adopt a remedy which is worse than the disease."

Elevator Superintendents' Program

The Society of Grain Elevator Superintendents of North America will hold its annual meeting Mar. 27 to 30 in the Hotel Kansas City, Kansas City, Mo.

Sunday morning will be devoted to registration, getting acquainted meeting, sight seeing, church and exhibits.

Sunday afternoon the directors and chapters will meet in executive session.

Sunday evening meetings will be held by com'tes on Nominations, Auditing, Resolutions, Safety, Dust Explosion, Engineering, Program, Membership.

Monday morning crew session in Edison Hall of Power & Light Co.: Registration; "Wheat Harvesting, Marketing and Processing," by Frank A. Theis, President, Kansas City (an illustrated talk); "The Staff of Life," Frank A. Stoll, Director of Public Relations, Kansas City Board of Trade; Dust explosion, talkie film; "The Superintendents' Responsibility," Fred C. Hoose, Kansas City.

Luncheon.

Monday afternoon Business Session: Welcome from the Board of Trade, E. F. Emmons, President, Kansas City Board of Trade; From the City, Mayor Bryce B. Smith; From the Chapter, T. C. Manning; Response, S. S. Orstad, President, Fort Williams, Ont.; President's Annual Message, S. S. Orstad; Sec'y-Treas.'s Annual Report, Dean M. Clark, Chicago; "Modern Grain Handling," Chester L. Weekes, St. Joseph, Mo.; "Stream Lining Your Operations," Gilbert S. Lane, Riverdale, Ill.; "The Foreman and His Crew," R. B. Pow, Ft. William, Ont.; "Training Key Men," M. M. Noxon, Minneapolis; "Safety," Arthur D. Hyde, Minneapolis; awarding of safety trophies (for SOGES contest), Oscar W. Olsen, Duluth, Minn.

Dinner.

Monday evening "Missouri" session: "Moisture and Growing Crops," Percy C. Poulton, Fort William; "Moisture in Grain and Moisture Testing," T. C. Manning, Pres., Kansas City Chapter; "Bake Tests," Roy E. Browne, sec'y, Kansas City Chapter; "The Wheat for the World's Bread," Edgar S. Miller, Minneapolis, Minn.; "Relations Between Mill and Elevator," J. L. Brown, North Kansas City, Mo.

Tuesday morning; Tour of Inspection, Missouri Side.

Luncheon—Kansas City Manager as Guests.

Tuesday afternoon session: Address, Oscar Cook, Kansas City; "Property Maintenance," J. W. Thomson, Pittsburgh, Pa.; "Fire Hazards," W. G. Groseclose, Kansas City, Kan.; "Machinery," William H. Kamp, Kansas City, Mo.; modern developments in elevating, conveying and cleaning; "New Shovel Rig," Edward E. Frauenheim, Jr., Buffalo, N. Y.; "Automatic Shovels," John Coughlin, Pres., Minneapolis Chapter; "Unloading," Harry Thoms, Milwaukee, Wis.; "Grain Cleaning," H. L. Heinrikson, Sioux City, Ia.; "Cleaning Barley," James Auld, Chicago, Ill.; "Sizing Wheat," W. G. Groseclose, Kansas City, Mo.; "P-o-w-e-r," Mr. Donovan, Kansas City.

Dinner, first timers night.

Tuesday evening: Founders' Club Presentation, Pres. S. S. Orstad, Fort William; "New Ideas," E. H. Karp, Co-Founder of the SOGES, Chicago; "Infestation," Dr. Richard T. Cotton, Senior Entomologist, Bureau of Entomology, U. S. Department of Agriculture, Manhattan, Kan.; "Soybeans," Harold Wilber, Decatur, Ill.; "Keeping Corn Cool," Arvid Anderson, Omaha, Neb.; "What Would You Do?" C. L. Darbe, Kansas City, Mo.

Wednesday morning; Kansas-side Elevator Tour.

Luncheon, Kansas Superintendents Honored.

Wednesday afternoon "Kansas" Session (Annual Round-Table): Welcome to Kansas City, Kan., Mayor Don McCombs; "Crop Prospects," A. W. Erickson, Kansas City, Mo.; Address, Mr. Yancey, Warehouse Commissioner, State of Missouri; "Improvement and Laboratory Control of Storage and Merchandising," Harry R. Clark, Chief Inspector and Weighmaster, Omaha Board of Trade; "Scales and Grain Weighing," H. K. Alfrey, Rock Island Railway Scale Inspector; Air Conditioning; "Power Plants," James Donovan, Kansas City, Kan.

Discussion Round Table: E. J. Raether, First Vice Pres., SOGES, Minneapolis; Charles F. Peterson, Kansas City, Mo.; Henry Korn, Buffalo; Percy McCallum, Fort Arthur, Ont.; Conrad Johnson, Omaha, Neb.; W. L. Leary, Kansas City; John A. Campbell, Fort William, Ont.; John R. Coughlin, Minneapolis Chapter; E. I. Odell, Kansas City; J. G. Shaw, Fort McNicoll, Ont.; F. J. McDermott, Kansas City.

Election; Directors Meeting; Committee Meetings.

Wednesday evening; Annual Associate's Ball; Tom Collins of the Kansas City Journal-Post; Floor Show; Dance.

Washington News

Washington, D. C.—The Steagall bill, setting up machinery for a \$500,000,000 revolving fund to be used by the Commodity Credit Corp. for making price supporting loans to farmers, has been passed by the House and sent to the Senate.

Washington, D. C.—Sugar producers have been favored by a bill signed by President Roosevelt appropriating \$39,750,000 for benefit payments to those among them who comply with acreage allotments and requirements of the 1937 sugar stabilization act.

The first step in compliance with the new law to place cotton under control was taken Feb. 18 by Sec'y of Agriculture Wallace in setting the acreage allotment at 26,384,000, against 34,383,000 last year. Planters exceeding their allotment will be penalized 2 cents per pound.

The Senate has passed the House bill that directs the United States treasurer to maintain the capital of the Commodity Credit Corp. at \$100,000,000. The bill authorizes the Corporation to issue as high as \$500,000,000 in debentures to raise funds for making commodity loans.

Washington, D. C.—An offer to settle for 13,890 tons of flour bought in 1920 of the U. S. Food Administration Grain Corporation has been received from the Hungarian government. On the original debt of \$1,685,000, on which \$478,000 has been paid, it is proposed to pay \$39,000 a year for 30 years.

Complete control over commodity exchanges in event of war would be given the President by HR 391, introduced in the House by Representative Mays. Other trades and industry would likewise fall under control of the President. The bill proposed taxes to absorb all profits above a "fair normal return."

Dr. David A. Coleman, senior marketing specialist in the Bureau of Agricultural Economics, familiar to the grain trade for his work with the promulgation and enforcement of official United States standards for wheat and cereal grains, and for his studies on barley, malt and flaxseed, passed away Feb. 25, following an operation for appendicitis.

The \$100,000,000 Federal Crop Insurance Corporation created by the new Agricultural Adjustment Act of 1938 will have as its first board of Directors M. L. Wilson, Jesse W. Tapp and R. M. Evans, all now of the Dept. of Agriculture, and nominated Feb. 19 by Sec'y of Agriculture Wallace. They will administer the ever-normal wheat granary, with power to provide grain storage.

Washington, D. C.—The penalty tax of 20 per cent of the undistributed net income of closely held corporations has been amended by the sub-committee granting exemption of \$60,000 of net income in lieu of \$40,000 as originally proposed; allowance of a credit for dividends paid within two and one-half months after the close of the taxable year; allowance of a credit for amounts used to pay indebtedness incurred prior to January 1, 1938, if such amounts are reasonable with reference to the size and terms of the indebtedness. Even so the proposal to prevent small corporations from being self-financing is harmful to business and expansion of employment.

The proposal to lower import duties on seeds of hemp, perilla, kapok, rape and sesame—oil bearing seeds—would only permit importation of large amounts of Japanese agriculture products at the expense of American farmers, writes M. H. Faulring, manager of the plant at Toledo of the Archer-Daniels-Midland Co., in a letter to Ohio congressmen. He said prices have been lowered considerably by the bumper crops and soybean oil and beans themselves are selling considerably lower than a year ago. Farmers in Ohio are producing an increasing tonnage of soybeans and it is a cash crop that is growing in popularity.

Rep. Harrington has introduced a bill in congress exempting from federal taxes all gasoline blended with 10 per cent or more of grain alcohol. A plant to blend alcohol produced from corn has been established at Rep. Harrington's home town, Sioux City, Ia.

Farm Control Activities

Washington, D. C.—Gifts to farmers who operate in 1938 under the yoke of the bureaucracy will be 2.4c on cotton per pound, 0.125c per pound on rice, 3c per bushel on potatoes, 2c per pound on peanuts, 1/2c to 1 1/2c per pound on tobacco, 12c per bushel on wheat.

Washington, D. C.—The A.A.A. Feb. 27 added wheat to the list of soil depleting crops, set a rate of 12 cents per bushel gift to farmers who keep their production within allotment, classified farms into two groups as to whether in surplus or deficit areas, and increased the gifts to farmers operating small dairies.

Washington, D. C.—The fines to be imposed on farmers for criminally violating the crop control law by planting or selling too much were announced Feb. 26 as 30c per bushel on potato growers, 5c to 15c per pound on tobacco growers, and 1c per pound on rice growers. Cotton planters exceeding acreage allotment will be denied gifts if marketing quotas are fixed, and if not will be fined 5c per pound for violating the law. Farmers exceeding wheat acreage will be fined 96c per bushel.

Credits Grain Marts for Growth of World Trade

The dean of the Chicago Board of Trade, a man who for more than twenty years engaged actively in the export trade in grains, today gave the exchange system of marketing full credit for the development of international trade in the products of American farms.

He is William Dunn, now 91 years old, who has been a member since 1879. Despite his advanced years, Mr. Dunn maintains a keen interest in marketing and is a daily visitor to the exchange floor.

His remarks are particularly pertinent at this time since the Board of Trade is preparing to observe its ninetieth birthday on April 3.

"During my active career as an exporter of surplus grain stocks," Mr. Dunn recalled today, "I found the combination of cash and futures markets a distinct benefit in the promotion of international commerce."

"Like merchants in a similar business I obtained supplies in the cash grain department and used the futures markets for hedging, or price insurance, or for the advance purchase of grain."

Two Cargill Investigations

Besides the hearing begun Mar. 1 by the directors of the Chicago Board of Trade on the charges that John H. MacMillan, Jr., E. J. Grimes and Philip C. Sayles of the Cargill Grain Co. of Illinois had violated the rules of the Board in the September, 1937, corn squeeze, a second hearing, by the Commodity Exchange Commission will begin Apr. 18 on charges by Cargill, Inc., of Minneapolis that the business conduct committee of the Board of Trade had manipulated the price of corn downward in setting a settlement price of \$1.10 1/2 per bushel for September contracts.

When the directors of the Board of Trade began their hearing they received a letter from John H. MacMillan, Jr., pres. of the Cargill Grain Co., as follows:

Our charges against you and your board of directors in connection with the September, 1937, corn controversy—the same controversy which your board of directors now proposes to judge—are now pending before the commodity exchange commission. This alone, without reference to past experience, should make it apparent that your board of directors is disqualified to conduct its proposed hearings at this time.

Accordingly, it is manifestly impossible for us to participate in any proceedings before your board of directors held prior to the commodity exchange commission's hearings.

The directors of the Board of Trade are holding daily afternoon sessions to hear evidence, notes being taken by an outside court stenographer. The Cargill officials had demanded that they be represented by an attorney and be permitted to have a stenographic report of the evidence.

AAA Announces 1938 State Corn Acreage Allotments

The Agricultural Adjustment Administration has announced the 1938 State corn acreage allotments for the commercial corn producing area recently designated as 566 counties in 12 States. The allotments for the area total 40,491,279 acres.

The allotments to counties in the commercial corn area by States are: 7,348,396 acres for the 102 counties in Illinois; 3,456,213 acres for 77 counties in Indiana; 9,249,259 acres for the 99 counties in Iowa; 2,108,602 acres for 27 counties in Kansas; 150,390 acres for 4 counties in Kentucky; 223,791 acres for 5 counties in Michigan; 3,319,803 acres for 45 counties in Minnesota; 3,267,088 acres for 63 counties in Missouri; 6,757,354 acres for 64 counties in Nebraska; 2,521,779 acres for 57 counties in Ohio; 1,635,794 acres for 17 counties in South Dakota; and 452,810 acres for 6 counties in Wisconsin.

Iowa and Illinois are the only States in which all counties are included in the commercial corn area.

Under the 1938 AAA Farm Program corn acreage allotments will be set for individual farms in the commercial corn producing area. Under the allotments, with which compliance is voluntary, farmers can promote stability of corn supplies for market as one feature of the Ever-Normal Granary for corn. Farmers who do not exceed their acreage allotments and who fulfill soil conservation requirements in the AAA Farm Program will receive payments and will be eligible for corn loans next fall.

The State allotments for corn acreage will be apportioned through the State AAA Committees among the counties included in the commercial corn area. The county allotments will be determined on the basis of production in the preceding 10 years, taking into account acreage diverted under AAA programs, abnormal weather conditions, and trends in acreage.

Individual farm allotments will be apportioned from the county allotments through the county and township committees. Apportionment will be made on the basis of tillable acreage, crop rotation practices, types of soil, and topography.

AAA officials say that greater stability of corn prices and livestock production is the aim of the Ever-Normal Granary features for corn made possible under the AAA Farm Program. Withholding surplus corn in farm storage under loans is expected to prevent over-expansion of livestock production. Increasing the carry-over of corn to approximately 350,000,000 bus, nearly double the average, will make larger supplies of corn available to maintain livestock production in years when corn crops are damaged by poor growing weather.

The national goal for corn acreage under the 1938 AAA Farm Program is 94,000,000 to 97,000,000 acres, including the 40,491,279 for the commercial corn area and anticipating the usual corn acreage outside the commercial area.

Corn is moving out in good volume. For the week ending Feb. 26 exports were 3,005,000 bus., against 1,960,000 the preceding week and 2,336,000 two weeks earlier, according to trade reports. From Oct. 1 to Feb. 26 exports of corn aggregated 24,440,000 bus., against only 154,000 bus. during the corresponding period of 1936-37.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

Grain Buyers Must Hire More Help

Grain & Feed Journals: The writer just finished reading parts of the new Farm Bill published in the Grain & Feed Journals and about the only part that I could understand was the section, if the grain dealer didn't keep the proper records he was subject to a fine of \$500, so it looks as tho we were going to have to hire more help to keep company with the extra help we hired to take care of the Social Security Record.—C. C. Barnes, executive vice pres. Goodrich Bros. Co., Winchester, Ind.

Elevator Repaid Cost First Year

Grain & Feed Journals: I note on the front cover of your February 23rd issue you had almost the exact photo of the plant I built in Cerro Gordo. As I recall it, the only difference was that you had an arch over the drive onto the scales, as well as arches that I had on the side, below the gable.

I was just wondering if it was a pen drawing, or a reproduction of a photo. At any rate that was a most complete office and elevator, and altho I only owned it for a year, it paid for itself that year, thanks to the War. We filled it with 45c oats and sold them to the Government at 90c. "Them days am gone forever," we hope.—T. E. Hamman, Arcola, Ill.

Farmers Dissatisfied with Farm Program

Grain & Feed Journals: Talked to many farmers in the past ten days regarding the new farm bill. None seem to understand it and an increasing number signify their dissatisfaction with the farm program.

We are selling more imported clover, an indication that they are going to pass up making a claim for a bounty under the conservation plan. We believe that some effort should be made by the grain trade to see that wheat and corn growers have all the information regarding this farm bill so that if it comes to a vote as to whether or not the "Marketing Quotas" shall be placed into effect, that the producers will not be voting blindly, just as the County Agents or some one on the pay roll dictates.

We can't help but wonder what might happen to this plan and how much misery it might cause if some one were to make a mistake in estimating the size of the crop as it turned out in the winter wheat belt last year. In this part of Indiana one week before the wheat was cut we thought we were going to have the highest yield and the best wheat crop we had had for years, and it turned out just the opposite, poorest quality crop and terribly low yield, hardly more than 25% of it being of milling quality.—Goodrich Bros. Co., C. C. Barnes, Ex. V-Pres., Winchester, Ind.

Canadian mill grinding of wheat from Aug. 1 to Feb. 1 were 32,921,118 bu., against 36,849,704 a year ago as reported by the Dominion Bureau of Statistics. Grains ground for the month of January, 1938, are shown in bushels with comparative figures for the same month of the previous year in brackets: Wheat, 4,137,413 (4,559,838); oats, 1,088,788 (1,038,842); corn, 222,147 (232,776); barley, 108,179 (87,463); buckwheat, 13,413 (11,720); and mixed grain, 1,578,220 (1,399,984).

Social Security Taxes.

BY J. S. SEIDMAN, C. P. A.

There are at least "57 varieties" of bonus plans. Nearly all of them are subject to payroll taxes. Two of them have recently been ruled upon officially. One ruling holds that where a bonus is based upon the salary of a prior ten-year period, only that part is taxable which is attributable to services rendered after January 1, 1936. In the other case, although conditioned upon at least five years' services, the entire bonus was held taxable for the reason that the bonus itself was to be a share of the company's profits for the preceding year.

* * *

"Christmas gifts" worry the social security collector long after Christmas. A recent ruling holds that amounts paid by a company to its employees as Christmas gifts constitute taxable wages, since such amounts are "in connection with, and as a result of, the employment relationship."

* * *

The social security twins—"old-age pension tax" and "unemployment insurance tax," though born at the same time, have many dissimilarities. Recent rulings illustrate some interesting points of difference. It is held, for example, that services performed for a sole proprietor by his wife and minor son do not come under the unemployment tax though subject to the old-age tax.

* * *

Another ruling holds that deferred or renewal commissions paid to an employee are subject to the old-age tax in the year when paid, whereas the unemployment tax applies to such commissions as earned regardless of the time of payment. The applicable rate in both cases is the rate in effect when the services were performed.

* * *

A basic difference between the "twin taxes" is that every employer must pay the old-age tax, even if we have but one employee, while only employers of eight or more persons are affected by the unemployment tax. Also, the employer bears the full burden of the unemployment tax while the old-age tax is paid by both the employer and the employee.

* * *

Both taxes exempt domestic service, farm labor, maritime employment, government employment and certain non-profit agencies. Both apply to "wages," a term which is similarly defined for either tax, except that the old-age tax is levied only on the first \$3,000 received by an employee from each employer in a calendar year. Another exception is that the old-age tax does not apply to employees sixty-five years of age and over.

* * *

"Getting the cart before the horse" costs additional social security tax. That is the law. It may be held unconstitutional, but in a recent decision under it, an employer was denied credit for state unemployment taxes paid after filing the federal unemployment insurance return. An allowance of up to 90% of this federal tax is granted for payments of similar taxes to states—but the states must be paid first.

From Abroad

France—A decision of the Central Council of the National Interprofessional Wheat Office has ruled that a maximum of 30,000 metric tons of hard wheat may be imported into France up to Sept. 1 this year.

Sweden, in a decree effective last Dec. 27, continued the import tax on oats and oat products at 0.03 crown per kilo, but reduced the import tax on corn, barley and other feed-stuffs from 0.03 to 0.02 crown per kilo.

India rice production for 1937-38, excluding Burma, estimated at 59,459,000,000 pounds of cleaned rice from 71,992,000 acres, compared with a 1936-37 crop of 62,460,000,000 pounds from 72,519,000 acres.—Director of Statistics, Calcutta.

Germany 1938 area sown to winter grains reported as follows, with 1936 comparisons in parentheses: Winter wheat 4,507,000 acres (4,335,000), winter rye 10,285,000 (10,122,000), winter barley 1,186,000 acres (1,084,000).—International Institute of Agriculture, Rome.

A Swedish decree for the period Jan. 1 to Feb. 28, 1938, continued at 90% the percentage of domestic wheat and rye required for mixing in the milling of wheat and rye flour (a minimum of 80% allowable under certain conditions). Swedish mixing percentages have remained unchanged since Sept. 1, 1935, being extended from period to period.

Argentina will try out a grading system for wheat operated by the Argentine Elevator, Receiving & Shipping Co., under the National Grain & Elevator Board, at Rosario only, with three types and five grades of "rosafe." Warehouse receipts will be issued for the inspected grade good for delivery within 120 days, and holders of the certificates will be able to negotiate them and to sell the wheat by sample or grade.

Stockport, Eng.—Henry Simon, Ltd., has been awarded a contract by the Argentine government for grain handling machinery that will be installed in four of the six terminal elevators scheduled to be built at Buenos Aires, Rosario Sud, Rosario Norte, Villa Constitucion, Quequen and Ingeniero White. Approximately \$3,000,000 are involved. Ultimate construction of 14 large terminal elevators and many country elevators is planned by the Argentine government.

Bulgaria 1938 winter acreage of specified grains is estimated as follows, with 1937 comparisons in parentheses: Wheat 2,874,000 acres (2,845,000), rye 436,000 (426,000), barley 431,000 acres (431,000). Final estimates of 1937 grain crops placed as follows, as against 1936 figures in parentheses: Wheat 64,925,000 bushels (60,350,000), rye 9,370,000 (8,188,000), barley 15,157,000 (14,810,000), oats 10,127,000 (9,368,000), corn, 33,817,000 bushels (34,310,000).—International Institute of Agriculture, Rome.

Britain—The British duty of 10% ad valorem on white corn will apply only to that part of a mixed consignment of corn that is actually white, according to a recent decision of the British customs authorities. Yellow corn carries no import duty, but until the recent decision customs officers collected full duty on yellow corn that suffered from an admixture of white, intentional or otherwise, and in spite of U. S. official standards allowing as much as 5% white corn in No. 2 or No. 3 yellow corn.

The Argentine Government has just issued a new production estimate which reduces the original figure on flax by 5%. The first production figure appeared Dec. 15 and amounted to 62,400,000 bus. The new figure is 59,252,000 bus. Our agent has not changed his figure on the available exportable surplus, which is now 44,700,000 bus. in round figures. Some new crop seed has recently been crushed in this country, and the results indicate that the quantity of oil contained in the flax is smaller than that of last year.—Archer-Daniels-Midland Co.

Michigan Bean Buyers Want Grades

Michigan bean shippers meeting 300 strong in the Olds hotel, Lansing, Mich., Feb. 23 and 24 for the 45th annual mid-winter convention of the Michigan Bean Shippers Ass'n, deplored "interference" on the part of the state agricultural department, apparently under pressure from the United States Department of Agriculture, with bean grading.

SAID A. L. REIDEL, Saginaw: "The Michigan bean industry would be discriminated against at the expense of the growers if the federal government carried out its bean grading program to its ultimate objective. Bean grading has been established here by the shippers themselves as a result of experience rather than laboratory experiments."

Mr. Reidel contended that while the federal government announces uniformity in grading as its intent, it has not been careful to apply uniformity in practice, having established varying grades among the seven bean-raising states. "Until the federal agricultural department gives us a uniformity that designates the changing percentages by changing grades," he declared, "we will continue our opposition."

Nevertheless the ass'n decided to go along with the idea of government grades. In its resolutions adopted at the closing business session, it appealed to John B. Strange, state agricultural commissioner, to work for promulgation of new bean grading requirements by the federal government that would put the bean grades of other states on the same level as Michigan bean grades.

The petition asked that the federal government set up new grades for beans in other states, and "effectuate the established grades of the Michigan Bean Shippers Ass'n as the official grades for Michigan beans and to recognize the inspection of the ass'n as the official inspection service of the state."

The resolution cited the high requirements for top grades under the ass'n's grading rules, giving as an example the maximum limit of 1.5 per cent splits and damaged beans in Michigan choice hand picked navy beans (U.S.No. 1), compared with a 5 per cent limit of these factors in U. S. No. 1 Great Northern beans.

OFFICERS of the ass'n are: H. J. Smith,

Elsie, pres.; R. C. Smith, Lake Odessa, first vice pres.; L. L. Green, Flint, second vice pres. Directors are: Bernard Miller, Carson City; E. H. Bueschlen, Unionville; L. W. Todd, Corunna; C. H. Wendt, Brown City, and A. L. Ward, Jackson. A. E. Walcott of Saginaw is sec'y-treas.

Wheat Storage in Western Australia

A marked improvement over the old method of storing grain in huge piles of sacks covered by tarpaulins has been adopted in Western Australia by inclosing a large area with corrugated iron nailed to tall posts, all under one roof, for handling in bulk.

The design is simple. Wall posts of timber are stabilized by internal tie rods embedded at their lower end in a concrete ribbon in such a manner that the weight of wheat upon the concrete ribbon balances the horizontal component of outward wheat pressure against the wall.

The corrugated iron of the wall is nailed to the inner side of each wall post and is curved outwards so that the corrugated iron is largely in tension when the bin is full.

Internal timber posts support the roof, which has a row of removable inclined gap sheets extending for the full length of the bin. These removable sheets are necessary to allow the portable elevator discharge chute to deliver wheat into the bin and also allow the elevator leg casing to project vertically upwards thru the roof when the elevator is inside the bin for loading out contents. A curved steel plate door is placed at one end of the bin for the full height to allow easy access for the elevator leg.

The bin can be made any desired length, each 7-foot bay containing approximately 4,350 bushels; that is to say, a 23-bay bin would hold approximately 100,000 bushels. The floor of the bin is constructed in a similar manner to a light bituminous roadway, having a gravel foundation and two water-proof layers of bitumen penetration.

The structure is about 22 ft. high to roof apex. The front wall, or that adjoining the railway track, is 15 ft. high, while the back wall is 10 ft. high, the pile flowing from the

spout not being so high away from the track.

One or more portable folding elevators are provided at each silo, according to size, each machine comprising a 30 ft. high bucket type elevator of 60-tons-per-hour capacity. All steel welded construction is employed as far as possible, and a 4-h.p. diesel engine provides the power. The whole machine is mounted on a steel chassis fitted with 4 wheels, which allow it to traverse the length of the bin during loading in and loading out operations.

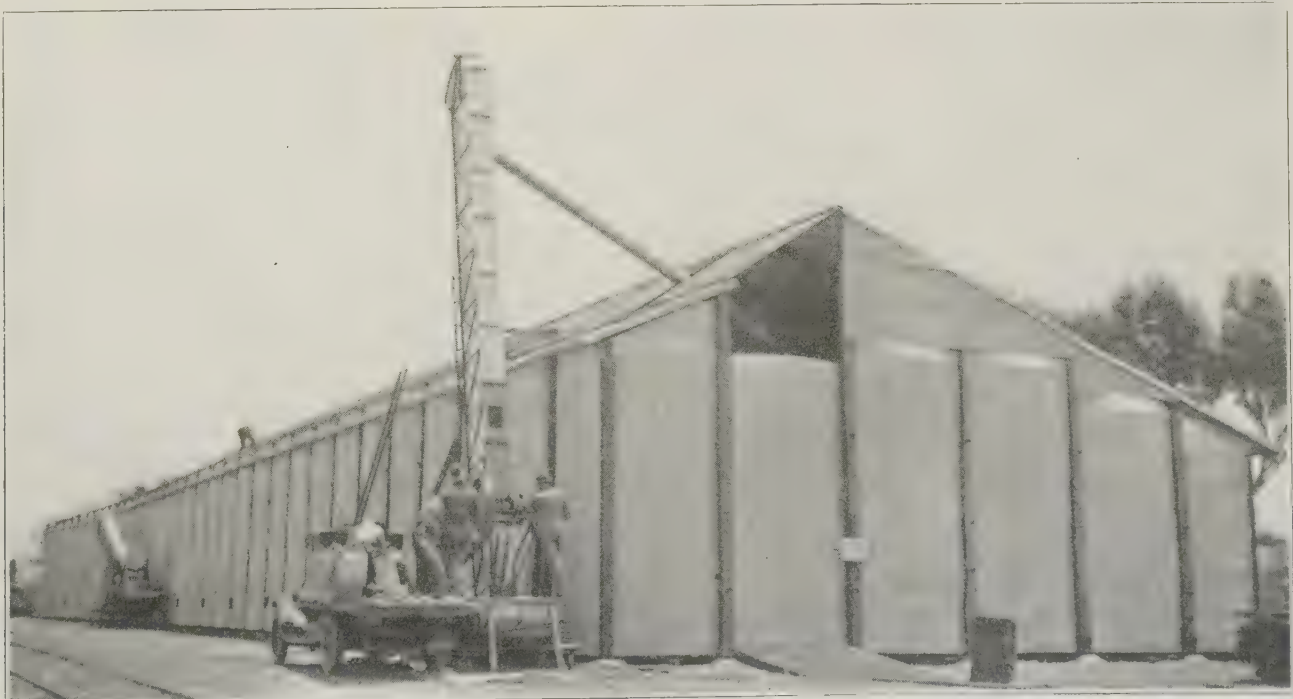
During filling operations the elevator is placed between the bin and the railway line on a special sleeper track provided, and farmers drive their wagons in rotation past the elevator which loads the wheat directly into the bin thru the removable gap sheets in roof. If railway trucks are available, the wheat may be loaded direct into the rail trucks by using another discharge chute attached to the head of the elevator.

When the bin is filled and rail trucks are available, the elevator can load a certain amount of wheat from the bin thru gravity feed doors which are placed in the front wall so as to discharge wheat to the elevator boot in its position outside the bin by gravity.

When no more wheat can be obtained by gravity, thru these feed doors, the elevator enters the bin thru the removable end door. The hopper is removed from the elevator boot and wheat is shoveled into the boot by means of a mechanically operated scoop. This scoop, which is part and parcel of the machine, enables all the wheat from the far side of the shed to be pulled right up to the elevator boot and discharged into the railway trucks or cars.

In the engravings herewith are shown the type of grain bin adopted as standards in Western Australia, and wheat being emptied from farmers' wagons into the hopper of the elevator leg. The railway car shown is not used for the transport of bulk wheat. Note walkway over eave, ladder, and man adjusting removable roof sheet.

These wheat storages are operated by Co-operative Bulk Handling, Ltd., controlling bulk handling in Western Australia, an associate of the Westralian Farmers, Ltd., having its head office in Perth, Western Australia, with H. E. Braine as manager of the wheat department, to whom we are indebted for the photographs.



Emptying Wheat from Farmer's Truck into Boot of Elevator, Spouting from Head into Corrugated Iron Storage of Westralian Farmers, Ltd., Perth, Western Australia.
[See outside front cover.]

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Hawarden, Ia., March 3.—We have plenty of moisture here to start all crops as we had a sixteen inch snowfall a few days ago.—North-west Iowa Seed Co., G. Keizer, prop.

Decatur, Ill., Mar. 5.—Winter wheat condition is good, stands now show quite an improvement since last fall when many stands were uneven due to late planting and poor seed.—Baldwin Elvtr. Co.

Winchester, Ind., Feb. 26.—Still more rain and soft roads have curtailed movement of corn to market. Winter wheat has a wonderful color and has shown very little damage thru the winter.—Goodrich Bros. Co., C. C. Barnes, ex. v-pres.

Groveport, O.—Growing wheat in this section of Franklin Co. is looking very good. We have an abundance of rain. Farmers holding corn for more money. Grass seed slow in starting to move; farmers don't like the price.—Worth Bros.

Chicago, Ill., Mar. 3.—Present winter wheat conditions hold the possibility of a wide range of yields dependent upon weather from now to harvest. Timely and beneficial moisture recently received in the Southwest rescued considerable acreage from dying because of lack of surface moisture and also checked soil blowing at a time when damage would be greater than later on when stronger root and top growth will help protect the soil. Winter wheat crop promises 650,000,000 bu. Despite the fact that corn was in very good condition when cribbed, there are numerous complaints from the heavy yield sections of spoiling in the cribs, caused partly by makeshift cribs, but mostly by milder than usual temperature during the winter.—H. C. Donovan, Thomson & McKinnon.

Dodge City, Kan.—Mar. 1.—Most of the snow has now melted, all of which penetrated the thirsty soil but it is too early to determine with any degree of accuracy the amount of wheat acreage in Western Kansas that will satisfactorily respond to this application of moisture. In this immediate vicinity our soil is now wet to a depth of about 6 inches; below which the subsoil is still very hard and dry and since it is known that roots of a healthy wheat plant should penetrate the subsoil from 24 to 40 inches, the crop that will be produced in this dry region will depend entirely upon subsequent rainfall. The encouraging thing is that where an inch or more of moisture fell, the possibility of further immediate dust storms should be eliminated, giving backward fields a chance to develop some top-growth, which would serve as a protection against that hazard.—J. F.

Moyer, Sec'y Kansas Grain, Feed and Seed Dealers' Ass'n.

Chicago, Ill., Mar. 2.—Revisions in world crop estimates in the last two months have been mainly upward and have resulted in a net addition of about 15 million bushels to the estimate of world production outside of Russia and China. Increases were principally in Australia, the Balkans and Poland, with the principal reduction in Argentina. Total production now appears to have been about 265 million bushels more

than in the preceding season. World crop and carryover outside of Russia and China appears to be about 15 to 20 million bushels more than in the preceding season. Allowing for the larger exports from Russia, the aggregate supply available in counties outside of Russia and China is about 50 to 60 million bushels more than last year.—Gilbert Gusler, statistician Millers' National Federation.

Canadian Wheat Board Operations

The Canadian Wheat Board lost \$2,278,797 on its entire operations up to July 31, 1937, as reported late in February to the House of Commons at Ottawa. Of the 84,698,652 bus. once held, only 6,964,000 bus. remained at the close of the season, and most of this has since been sold, a little being retained for sale for seed.

Profit on wheat taken over from Canadian Co-operative Wheat Producers, Ltd., at market prices of Dec. 2, 1935, was \$25,485,526. Deducted from that figure was \$15,856,645 to repay the advance made to the board by the Dominion government against estimated loss on this wheat. This left \$9,628,881, against which had to be debited losses of \$11,858,104 on the 1935 crop, and \$49,574 on the 1936 crop, resulting in a net loss for the year of \$2,278,797.

Bean Growers Demand Grades

Bean growers representing 24 Michigan counties, meeting in Saginaw, Feb. 16, recommended a federal market stabilization program for the Michigan bean crop. Additional resolutions adopted urged federal and state grading of beans; formation of a state growers organization; enactment of a new state warehousing law to protect owners of stored beans, and an advertising campaign to stimulate consumer demand.

The meeting was called by Clarence Swanebeck, Fenton, member of the newly organized federal regional bean com'te, to get the reaction of growers to proposed plans. These plans include a surplus pool for removing excess commodities from the domestic market, holding them for sale in short crop years, or exporting them and saddling the export loss on the government; and proposed federal control over beans in a manner similar to the new farm bill's expected control over major farm crops. L. V. Card of Michigan's department of agriculture recommended state and federal grades for beans.

One note of discord arose at the meeting. H. P. Albaugh, Edmore, demanded that control come "from the grass roots" and charged that government representatives were attempting to steamroller the bean trade.

Gifted Discrimination from Parents

ELEVATOR OPERATOR (to applicant for job): Have you ever worked in a feed warehouse?

SAMBO: Ya-a-s, sir.

OPERATOR: Can you tell feed from fertilizer?

SAMBO: Easy. You see, my father's name was Ferdinand and my mother's name was Liza, so they named me Ferdiliza.

The largest cargo of corn as yet shipped from South Africa was loaded at Cape Town recently into the steamship Frumenton, amounting to 12,250 tons.

A processing tax refund from Ballard & Ballard Co., Inc., millers, was denied D. V. Johnson of the Tennessee Grain Co., Nashville, recently by the chancery court.

Inspected receipts of corn at representative markets from Feb. 1 to Feb. 15 graded 2% No. 1, 11% No. 2, 29% No. 3, 37% No. 4, 19% No. 5 and 2% sample, as reported by the Bureau of Agricultural Economics.

Winter Wheat Promise 668,359,000 Bus.

Chicago, Ill., Mar. 3.—On Dec. 1 the wheat was below average, being sown mostly late, on a dry seed bed, and so had a poor start. Subsoil moisture is still very deficient over a considerable portion of the wheat belt, the effect of which will show up later, if late spring should be dry. Were it not for the widespread dry subsoil, wheat prospects would be higher than now given. Winter has been open, but there has not been much winter killing. Our March 1 condition estimate is 77.1% of normal, as compared with 73.7 on March 1 last year. Our quantity interpretation of condition is 668,359,000 bus.

Live Stock and Feed Grains.—The January farm supply of live stock (grain consuming units) was nearly 1% less than the year before and nearly 14% less than the average for the preceding ten years.

The January farm supply of corn and oats (combined by weight) was 89% more than the year before and 17% more than the average for the preceding ten years.

The ratio of feed grain to live stock is now 137% of the ten year average ratio as compared with 71 a year ago.

Normal Rainfall in Western Kansas.—The rainy season in western Kansas does not normally begin until April. Until then precipitation is usually light.

Interior Wheat Supply and Distribution.—Upon the basis of reports from our crop correspondents we make the following estimates of distribution of the United States wheat crop. Quantities in millions of bushels:

Supply	1937-8	1936-7	1935-6	1934-5
On farms, July 1....	22	44	44	63
Cnty. Mills & Elev.				
July 1	12	22	32	48
Crop	874	627	626	526
Interior Supply ...	908	693	702	637
Distribution				
On farms, Mar. 1....	129	87	121	113
Cnty. Mills & Elev.				
Mar. 1	95	60	68	80
Used for seed.....	73	73	65	59
Feed to live stock....	79	76	75	83
Milled locally	130	109	95	90
Shipped out	402	288	278	212
Total.....	908	693	702	637

—Nat C. Murray, statistician, Clement, Curtis & Co.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

		Wheat													
		Option	Feb.	Feb.	Feb.	Feb.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.	Mar.
		High	Low	23	24	25	26	28	1	2	3	4	5	7	8
Chicago	132 1/2	85 1/2	94	93 3/4	94 1/2	94 1/2	93 1/2	93 3/4	93 1/2	92 3/4	90 3/4	90 1/4	89 1/2	90 1/4	90 1/4
Winnipeg	130 3/4	102 1/2	128 3/4	128 1/2	128 3/4	128 1/2	127 3/4	127 1/2	126 1/2	122 1/2	122 1/4	121	121	122	122
Liverpool*	108 1/2	112 1/2	112 1/2	112 1/2	112 1/2	112 1/2	111 1/2	111 1/2	111 1/2	110 1/2	109 1/2	109 1/2	108 5/8	108 5/8	108 5/8
Kansas City	118 1/4	81 1/2	92 3/4	92 3/4	92 3/4	92 3/4	91 3/4	91 1/4	91 1/4	90	87 3/4	86 3/4	86 1/4	87 1/4	87 1/4
Minneapolis	124 1/4	90 3/4	104 3/4	104 1/2	104 1/2	104 1/2	103 3/4	103 1/2	103 1/2	102 1/2	99 3/4	99 3/4	99	99 1/8	99 1/8
Duluth, durum ...	93 3/4	78 1/4	89 3/4	89 3/4	90 3/4	90 3/4	90 1/2	90 1/4	89 1/4	88 1/4	86 1/4	85 5/8	85	85 1/4	85 1/4
Milwaukee	119	85 1/4	94 1/4	93 3/4	94 1/4	94 1/4	93 1/4	93 3/4	93 1/4	92 7/8	90 1/4	90 1/2	89 5/8	....	....
		Corn													
Chicago	81	55 3/4	60	59 3/4	59 3/4	59 1/2	59	59 1/4	55 3/4	55 3/4	55 3/4	55	55 1/4	55 3/4	59 1/4
Kansas City	70	52 3/4	56 3/4	56 1/2	56 1/2	56 1/2	55 1/2	55 1/2	55 3/4	55 3/4	55 3/4	55 1/4	55 3/4	55 3/4	55 3/4
Milwaukee	70 3/4	55 1/2	60 1/8	59 3/4	59 3/4	59 3/4	58 3/4	59 3/8	59 1/2	59 3/4	58 3/4	58 3/4	58 3/4	58 3/4	58 3/4
		Oats													
Chicago	42 1/4	28 1/2	31 3/4	31 1/4	31 3/4	31 3/4	31	31	30 3/4	30 3/4	30	29 3/4	29 1/2	29 3/4	29 3/4
Winnipeg	51	41 1/2	48 3/4	48 3/4	48 3/4	48 1/2	47 1/2	47 1/2	47 1/4	47 1/4	46 1/2	44	46 3/4	46 3/4	46 3/4
Minneapolis	30 3/4	26 1/4	28 1/2	28 1/2	28 3/4	28 3/4	28	28	27 3/4	27 1/2	26 3/4	26 3/4	26 3/4	26 3/4	26 3/4
Milwaukee	33 1/2	28 3/8	31 1/4	31 1/4	31 3/4	31 3/4	30 3/4	30 3/4	30 3/4	30 3/4	30 1/2	29 3/4	29 3/4	....	....
		Rye													
Chicago	84	63 3/4	76	75 3/4	75 3/4	75 3/4	74 3/4	75	74 3/4	74	72 3/4	72	70 3/4	70 3/4	70 3/4
Minneapolis	75 1/2	59 1/2	71 1/4	70 3/4	71	70 3/4	69 3/4	70	69 3/4	68 3/4	67 1/2	66 3/4	65 3/4	65 3/4	65 3/4
Winnipeg	95 5/8	69 1/4	84 1/4	84 1/2	85	84 3/4	83 3/4	84	83 1/2	83	81 1/4	79 1/4	78 1/2	78 5/8	78 5/8
Duluth	75 1/2	67 1/2	74	74	74	74	73	72 1/2	72	70	70	68 1/2	69	....	....
		Barley													
Minneapolis	55 5/8	43 3/4	53 1/4	53	53 1/4	53	52 1/2	52 5/8	52 3/4	52 3/4	51 1/4	51	50 3/4	50 1/2	50 1/2
Winnipeg	66 5/8	53 1/4	65 3/4	65 3/4	65	65 3/4	65	64 3/4	64 1/2	64 1/2	63 3/4	62 3/4	62 3/4	62 3/4	62 3/4
		Soybeans													
Chicago	106 1/4	93	105 3/4	105 1/2	105	105	105	105	104	103	101 3/4	101	99 3/4	99 1/2	99 1/2

*At daily current rate of exchange.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Chicago, Ill., Mar. 3.—Grain on farms Mar. 1, 1938: Corn, 1,185,000,000 bus.; oats, 490,000,000 bu.; wheat, 145,000,000 bu.—H. C. Donovan Thomson & McKinnon.

Decatur, Ill.—When the final accounting of the present crop is made no doubt we will find that relatively large quantities have been fed on the farm, as the hog-corn ratio figures about 14.5 compared with 8.9 a year ago and the cattle-corn ratio is 13.9 against 9.8.—Baldwin Elevator Co.

Decatur, Ill., Mar. 5.—Mills will probably need good wheat toward the end of the crop year. The remaining supplies of wheat are, of course, ample for all purposes, but the quality is a different question. Corn offerings are moderate, impassable roads making deliveries in many sections impossible. No improvement in moisture; a little evidence of blue-eye damage in corn stored in driveways and open cribs, and we can expect more of this after the many weeks of damp, muggy weather we have had all winter.—Baldwin Elvtr. Co.

Winchester, Ind., March 7.—Corn movement continues light on account of inability to get to the cribs. We have been interested in different letters regarding quality of the past crop of corn. Corn we have handled has been very unusual. We started our new drier on Nov. 2nd, prior to that time there had been some corn move that got out of condition in two or three days after shelling, however, after we got started most of this corn was out of the way. Since that time to the present day we have had absolutely no difficulty with corn going out of condition. During our rush here we had as high as 75 cars back of the drier, some of it had been shelled and in the car 8 to 10 days, on unloading it came out cool and sweet, the moisture running from 21% to 26%. Don't know that we ever had this experience before. We see a lot of open top cribs that will surely produce high damage corn.—Goodrich Bros. Co., C. C. Barnes, Ex. Vice Pres.

Violation of the Robinson-Patman Act, thru the unlawful receipt and acceptance of allowances and discounts in lieu of brokerage, is alleged by the Federal Trade Commission in a complaint issued against Atlantic Commission Co.

Weevil Killed by Carbon Disulphide

Immediate treatment of weevil and flour moth infested stored grains with carbon disulfide is one of the oldest and most effective methods of combating destructive pests, says Dr. C. H. Richardson of the Iowa State College. Carbon disulfide, however, is as combustible as ordinary high test gasoline and must be handled carefully.

Carbon disulfide, as a fumigant, should not be used near buildings where the fire hazard is great, where materials may be undergoing slow spontaneous combustion, nor where brush motors, capable of throwing sparks, are running. Smokers should beware of carbon disulfide.

The liquid carbon disulfide can be sprinkled on the top of the grain, as the vapors are heavier than air. Often common sacks are spread on the top of the grain and the fumigant poured on these. The bin must be air tight, and the fumigation allowed to run 24 to 36 hours. The bin may then be opened. This treatment will not be effective if the fumigation is attempted when the air temperature is less than 70 degrees F.

The first symptom of weevil infestation is a brownish powder material on the surface grain. It is generally possible to see the webbing effect where the flour moth has been working.

Beans infested with weevils may be treated with carbon disulfide by placing the beans, sacked, in a tight box or barrel, and applying the carbon disulfide on a sack placed over the beans, at the rate of one ounce per bushel of seed.

Barley Movement in February

Receipts and shipments of barley at the various markets during February, compared with February, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	5,865	6,041	.....	.....
Chicago	738,000	767,000	221,000	178,000
Duluth	644,645	187,888	221,313	894,639
Ft. William	219,665	318,364	29,520	6,484
Ft. Worth	2,500	0	0	0
Indianapolis	10,500	.....	1,500	.....
Kan. City	14,400	24,000	6,400	8,000
Milwaukee	2,309,960	1,181,640	683,400	636,500
Minn'polis	2,757,060	1,122,540	2,331,510	960,710
Omaha	1,600	19,200	22,635	47,580
Peoria	249,620	250,000	154,000	93,800
Philadelphia	31,820	.....	56,151	.....
St. Joseph	.....	.....	3,500	5,250
Seattle	17,600	1,600	.....	.....
Superior	521,608	94,976	247,000	343,707
Toledo	9,800	4,200	3,635	.....
Wichita	1,300	.....	.....	.....

Wheat Movement in February

Receipts and shipments of wheat at the various markets during February, compared with February, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	44,043	27,905	204,803	.....
Chicago	636,000	377,000	1,108,000	1,168,000
Duluth	638,763	84,610	285,320	783,343
Ft. Wm.	1,174,709	276,020	620,780	77,739
Ft. Worth	406,350	170,100	862,650	167,400
Galveston	3,124,500	.....	4,475,260	.....
Hutchinson	754,650	681,750	.....	.....
Indianapolis	123,000	176,000	195,000	268,000
Kan. City	2,766,400	1,974,400	2,881,165	2,070,495
Milwaukee	3,080	4,620	121,800	2,800
Minn'polis	1,526,130	1,448,960	1,244,540	862,220
Omaha	879,469	510,914	712,650	366,164
Peoria	82,400	45,600	79,200	103,400
Phil'delphia	334,099	44,919	476,990	.....
St. Joseph	243,200	139,000	400,000	315,200
Seattle	452,200	434,000	.....	.....
Superior	468,686	103,687	237,027	525,414
Toledo	495,050	376,500	429,265	142,015
Wichita	900,000	489,000	1,425,000	355,500

Corn Movement in February

Receipts and shipments of corn at the various markets during February, compared with February, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	144,162	237,020	623,675	.....
Boston	1,200	1,281,133	.....	.....
Chicago	5,542,000	2,318,000	1,854,000	1,317,000
Duluth	1,532,369	1,095	11,468	8,065
Ft. William	4,249	.....	5,171	3,873
Ft. Worth	76,250	88,750	45,000	96,250
Galveston	1,075,500	.....	1,528,078	.....
Hutchinson	1,250	1,250	.....	.....
Indianapolis	1,278,000	1,158,000	798,000	606,000
Kan. City	1,216,500	921,000	1,452,000	396,000
Milwaukee	151,900	413,850	275,600	109,200
Minn'polis	2,203,000	177,800	1,237,600	153,980
Omaha	966,433	900,200	1,261,939	722,525
Peoria	1,651,400	1,070,500	888,600	358,400
Philad'phia	109,657	482,234	364,479	.....
St. Joseph	354,000	84,000	240,000	36,000
Seattle	33,000	9,000	.....	.....
Superior	1,010,345	2,196	.....	.....
Toledo	441,000	226,800	273,405	25,600
Wichita	6,500	16,900	2,600	.....

Oats Movement in February

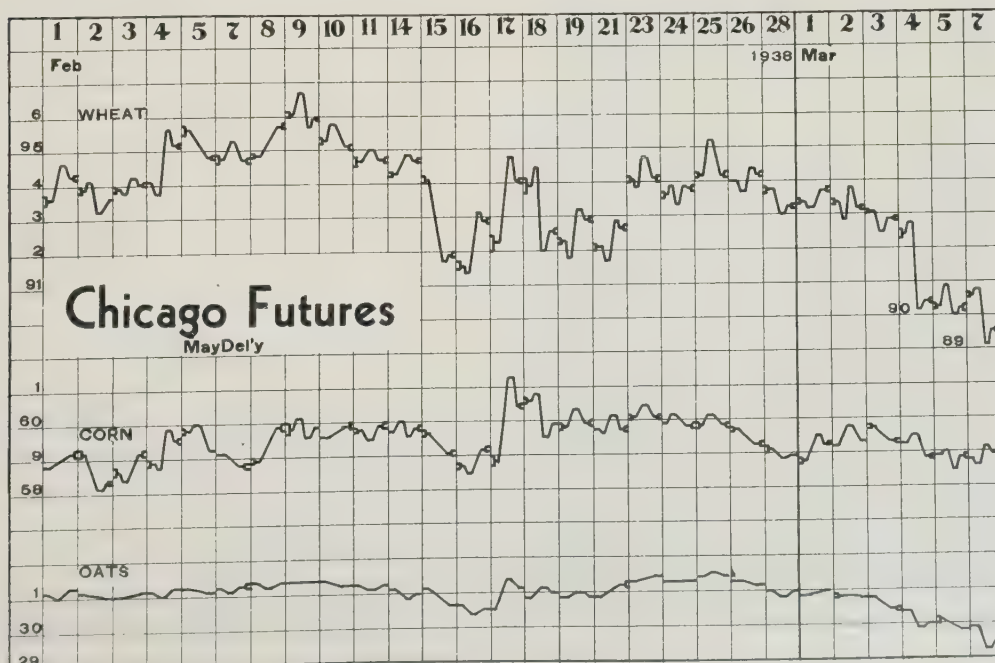
Receipts and shipments of oats at the various markets during February, compared with February, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	54,235	29,572	.....	.....
Boston	13,600	17,100	.....	.....
Chicago	1,066,000	633,000	1,654,000	1,071,000
Duluth	258,497	2,901	1,500	74,862
Ft. William	98,791	159,623	316,370	340,699
Ft. Worth	615,000	84,000	1,500	15,000
Indianapolis	622,000	364,000	690,000	510,000
Kan. City	176,000	130,000	176,000	210,000
Milwaukee	31,640	22,600	77,900	15,200
Minneapolis	505,970	138,650	591,870	2,262,610
Omaha	368,000	520,000	531,915	1,176,880
Peoria	242,000	114,000	296,800	190,000
Philadelphia	45,501	36,184	44,133	.....
St. Joseph	300,000	650,000	96,000	62,000
Seattle	50,000	10,000	.....	.....
Superior	29,949	2,901	1,500	104,675
Toledo	201,600	417,900	213,350	163,115
Wichita	1,500	12,000	.....	3,000

Rye Movement in February

Receipts and shipments of rye at the various markets during February, compared with February, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	113,598	87,915	.....	.....
Boston	1,100	.....	.....	.....
Chicago	260,000	52,000	186,000	212,000
Duluth	132,846	55,404	82,718	22,412
Ft. William	2,927	27,612	2,078	.....
Galveston	48,000	.....	115,714	.....
Indianapolis	28,500	34,500	40,500	72,000
Kan. City	30,000	1,500	70,500	4,500
Milwaukee	84,900	48,110	79,065	26,355
Minneapolis	295,420	176,840	401,460	251,520
Omaha	79,601	11,200	54,600	7,000
Peoria	91,200	154,800	4,000	27,600
Philadelphia	1,498	6,849	2,000	.....
St. Joseph	.....	.....	6,000	6,000
Seattle	.....	1,500	.....	.....
Superior	56,844	63,090	1,500	9,970
Toledo	9,800	29,400	2,300	8,225
Wichita	1,300	.....	.....	.....



Indiana Managers Affirm Faith in Competition

Faith in the ability of competition to give grain elevators the most favorable prices for the sidelines they purchase and the grain they sell was reaffirmed in a vigorous resolution adopted at the banquet session of the 23rd annual convention of the Farmers Grain Dealers Ass'n of Indiana, held in the Union Building, Purdue University, West Lafayette, Ind., Feb. 23.

Other resolutions adopted expressed appreciation for the work of ass'n officers, the courtesies of the University, and recommended acceptance of associate memberships in the ass'n. Two resolutions expressed the ass'n's attitude toward pure seeds and freight rates, problems close to the hearts of the Indiana elevator managers. They are:

RESOLVED: That it is the sense of this ass'n that the Indiana farmers should be protected from the shipment into our state of impure and noxious weed polluted seeds. To this end we recommend the enactment of a law by the national Congress that all seed entering interstate shipment have attached to it tags guaranteeing percent of purity and germination of seed, together with a list of all noxious weeds therein.

RESOLVED: That it is the belief of this ass'n that any increase of freight rates that the railroads may be able to wring from the Interstate Commerce Commission will injure rather than benefit them and we now go on record as opposed to any further increase in freight rates, especially to any increases in rates on farm products and supplies.

Pyle Re-Elected

ELECTION of officers at the afternoon session unanimously continued old leaders. They are Frank Pyle, Van Buren, pres.; Paul R. Dawson, Wolcott, vice-pres. Directors elected were W. L. Woodfield, Lafayette, to succeed himself; Carl Applegate, Winamac, and Joe White, Shideler, to succeed H. O. Rice, Huntington, and Walter Penrod, South Whitley. Hold-over directors are John Witte, Hoagland, L. F. Clupper, Rich Valley, F. A. Dahl, Belshaw, and Roy Camp, Monticello.

PRES. FRANK PYLE, in his convention opening address, expressed the forward-looking open-mindedness of the majority of the group on current developments and problems in country elevator management. He said:

Pres. Pyle's Address

Among things that have happened since our last convention was the poorest quality wheat crop we have ever known. Some sections of the state suffered almost total failure of the oats crop. Now we are struggling with the biggest crop of wet corn within our recollection. Wheat prices are more than 25c per bushel lower than last year at this time, and other grains are down proportionately. These factors have had a serious effect on business, yet the annual reports that have been published and the new improvements that are contemplated mark the past year as very successful for most of us.

In traditional manner country elevator managers are planning for the coming season. Sidelines play a big part in the plans. To most of us they are the biggest part of our business. An elevator manager must be a specialist in many lines.

PROBLEMS OF THE FUTURE, and means of meeting them, are of immediate concern to every one of us. The greatest opportunity for each of us today is the opportunity to join shoulder to shoulder with other grain dealers, be they privately owned or farmer owned, to protect and promote our mutual interests. We have the same purposes and duties to fulfill. We create the best possible market for the products of the farm, and provide the farmer with the best place to purchase his supplies, furnishing honest merchandise on a legitimate margin, and extending untold service to help him make farming profitable.

Most of us represent the largest businesses in our communities. Let us pledge ourselves to continue to represent the best in our communities, by putting forth the best that is in us.

TAXATION, in its multiple forms, has and will give elevator managers headaches. Out of our earnings must come local and state taxes,

gross income and social security taxes, gasoline, weight, gadget and power taxes, the taxes on the telephone and telegraph, federal income taxes, capital stock taxes, undistributed profits taxes, intangible stamp taxes, and store taxes, before anything is paid to owners or stockholders. This burden of taxes compels us to give more attention to margins. Yet if we are not careful, we will again hear the political bureaucrats harp on the old, old song about "too much difference between what the producer gets and what the consumer pays." Politicians care not for the costs of handling grain.

I believe it good business for every elevator to publish a detailed statement of the taxes it pays. Such statements will show the farmers what happens to margins on grain.

Added to the taxes is the ever increasing amount of detailed record keeping that the elevators must perform. I fear that conservation committees, working to establish farm quotas under the ever normal granary act, will depend upon the local elevators for a great deal of the data they will need, and they will expect this information to be given to them with a smile, regardless of the added cost and trouble to the elevator managers. Regulation is increasing, and each new regulation tends to increase the cost of doing business.

THE LATEST MONSTROSITY is the national Agricultural Administration Act, enacted by Congress this month. It is best described by two Senators from Ohio, who voted against it because they "could not understand it." Who can?

Of one thing we may be sure. Until a vote of the farmers is tabulated we will have nothing but uncertainties in business, and uncertainty always acts as a depressing influence on markets. Thus this legislation, supposed to work for the farmers, actually works against them.

If the vote of the farmers affirm the new bill, we may, in the future, await word from Washington as to how many bushels of corn we may buy from John Doe without getting ourselves involved in his future efforts to prove innocence of intent to break the law.

How completely government regulation works against most of us is illustrated by the Guffy Coal Act. This bill increased the cost of fuel to every householder. How much it helped the miners and mine operators I do not know, but I would venture a guess that they, too, received no blessing from it.

I fear that I am too dense to see the wisdom of cutting down production for the purpose of raising prices; of spending millions to take acres out of production and at the same time spending millions more on reclamation projects to open up new valleys for the production of the same crops that we are paying the farmers not to raise. I cannot understand the wisdom of curtailing production of pork in this country, then importing pork; or of curtailing production

of corn, then importing corn from Argentina and South Africa. Where is the wisdom in giving up our place as the greatest cotton producing country in the world, then putting the idle cotton acres into corn to compete with the products of farmers in the Corn Belt?

I am a believer in the old fashioned American idea that production is the way to wealth and prosperity, that production causes all business to thrive and expand and employ labor so that labor can buy more and increase the flow of capital, and create more employment for labor.

In the bad storms ahead, the business that is kept in good order, and well in hand, will survive with less damage than the business that is allowed to drift at will. We must continue to improve our methods, our facilities, and our service.

SECY W. L. WOODFIELD'S reading of the minutes of last year's convention, and financial report, and appointment of a resolutions and a nominating committee by Pres. Pyle, concluded the morning session.

Wednesday Afternoon Session

Most of the convention's heavy speakers appeared on the program of the second session. This session opened with a burst of song from the throats of more than 100 delegates. Pres. Pyle presided.

A. F. NELSON, Minneapolis, sec'y of the Farmers National Grain Dealers Ass'n, explained the 5-point program of his organization, briefly elucidating each point.

"Uniform by-laws would expedite business for farmers elevators," he said. "By-laws written at time of organization of cooperative companies are out of date in many cases, and need revision. Since practically all cooperative elevators serve the same ends and have the same purpose, it is to be presumed that they could use a uniform set of by-laws."

Insurance and local community service were detailed at some length by Mr. Nelson. "Local elevators need advertising and contact work," he said. "A community program of education will help them grow."

"Cooperative companies are exempt from income taxes if they are properly set up to operate in a cooperative manner, and make proper application to revenue departments. But they must prove that they actually operate cooperatively."

Seed Laws Apply to Seed Grains

H. R. KRAYBILL, Indiana's seed commissioner, explained changes in the state's seed law.

"The old seed law," he said, "named 19 noxious weeds. The commissioner was authorized to add to this list, but was not authorized to remove any weeds from the list. To correct this error the last legislature amended the law. Now the commissioner may add to or remove from the list as the best interests of the state demand, tho he is required to give the trade 12 months notice of any change."

"Following a hearing last July 27, the Indiana list was revised to remove yellow trefoil, white top, prickly lettuce, and chicory, and to add bindweed, Johnson grass, perennial sowthistle, bitter winter cress, and field pepper grass. The Indiana list now names 20 noxious weeds."

"Field pepper grass occurs frequently in oats, alsike, clovers, alfalfa, timothy and other field seeds, and has been increasing. Bitter winter cress appears in alsike, red clover, oats, and timothy."

"Bindweed is most serious among current noxious weeds. Permitted to run it completely ruins fields for agricultural production. While infestation is not great, it has been increasing, and listing is a wise precaution. Precautionary also is the listing of Johnson grass and perennial sow thistle."

"The new list of noxious weed seeds becomes effective Sept. 15, this year, at which time proper tags will become available. Those who have old seed tags on hand can exchange them for new ones."

Replying to a question, Dr. Kraybill explained that "wheat, oats, or soybeans, sold for seed, come under the state seed law and must be tagged. If sold for feed the law does not ap-



Frank Pyle, Van Buren, Who Was Re-elected Pres. Indiana Farmers Grain Dealers Ass'n.



M. D. Guild, Indianapolis, Spoke on Markets and Marketing.

ply. Price may be a factor in determining the purpose of sale."

M. D. GUILD, Indianapolis, gave a learned address on markets and marketing. "Surpluses," he declared, "are things that everyone talks about and few do anything about. Surpluses are good, for they provide, as in Joseph's time, food for the dark days of insufficient supplies." His address appears elsewhere in this number.

A. L. STALLING, Louisville, treas., Louisville Bank for Cooperatives, explained the financial services offered by his organization, naming the three types of loans made, and the conditions for a loan.

"We are not interested in making loans to insolvent institutions that have no capacity or hope for repaying the loans," he said. "But we are always willing to make sound loans to co-operatives that can pay out."

PROF. R. E. ROBBINS, Purdue University, briefly told about another contemplated grain grading school. Four 2-day schools held in different parts of Indiana a year ago were considered highly successful. "If we receive a sufficient number of requests for such schools again this year," said Prof. Robbins, "they will be scheduled late in March or early in April."

The Banquet

In spite of the brevity of a one-day meeting, practically all delegates stayed for the steak banquet and for the evening program of music by selected talent from Purdue University and Wabash College.

T. A. DISCUS, a member of the State Highway Commission, was the featured speaker after the banquet, delivering straight-from-the-shoulder facts that connected the highways with the grain business.

"Trucks," he declared, "have brought the Commission its greatest problem in road construction. Roads that will sustain truck traffic cost 36% more to build than roads that will sustain ordinary, passenger car traffic.

"Big trucks, moving over passenger car roads, leave no immediate evidence of the strain they have imposed. But inside of a year the road begins to break down. Something will have to be done soon to compel trucks to bear their fair share of the costs of road construction and maintenance, currently figured at from \$20,000 to \$40,000 per mile of concrete."

Ladies' Entertainment

Many ladies came to Lafayette for the one-day outing. During the afternoon they enjoyed a show at Lafayette's leading theatres. In the evening they were a colorful part of the annual banquet.

Exhibits

THE GLIDDEN CO., and Heath & Milligan Manufacturing Co., represented by A. B. Pattou and B. J. Lavery, Jr., respectively, cooperated in a lively display of soybean oil paints.

PRICE CHEMICAL CO., represented by Herbert Darr, displayed fertilizers.

THE POLLAK STEEL CO. displayed sections of notch back fence posts and distributed literature on posts and fence.

In Attendance

REGISTRATION of delegates was in charge of A. E. Leif of the Grain Dealers Mutual Fire Insurance Co., which company supplied the attractive convention badges. Aiding him was George Pyle, son of the ass'n's pres. Among those in attendance were:

Machinery: W. W. Pearson, McMillin Truck Dump Co.

Feed: C. J. Polstra, L. E. VanDivier, and D. J. Bunnell.

Fertilizer: Herbert Darr, and Sheldon Clock.

Bags: Morris Katz.

Twine: L. R. Rumsyre.

Seeds: Gene Floyd, H. C. Myers, T. H. Beeson, G. R. Straub, D. S. Foster, C. C. Major, G. F. Davis.

Chicago market: Don Jones, Lowell Hoit & Co.; Wm. Tucker, Lamson Bros. & Co.; H. K. Dans, Jesse H. Summers, Steve Hercek.

Louisville market: G. W. Ferguson and Fred Schmidt.

Indianapolis market: E. K. Shepperd, O. P. Larimore, W. F. Goken, Claude M. Record, Lew Hill, H. A. Wright, and M. D. Guild.

Interior brokers: O. A. Dutches, Walton, Ind.

Country shippers: F. Nail, Ade; John Grogan, Ambia; Charles W. Scott, Bunkerhill; Victor Stuckey and D. L. Habiggor, Berne; William F. Hagen, Chalmers; R. W. Wallace, Decatur; S. M. Peterson, Eaton; M. P. Hill and B. G. Gunnerson, Francisville; John F. and Charles E. Witte, Hoagland; Harvey O. Rice, Huntington; H. G. Tyler, and Fred A. Dahl, Lowell; W. L. Woodfield, Lafayette; L. A. Garner, Lawrenceburg; C. W. Shuman, Logansport; Roy Camp, Monticello; Walter G. Einspahr, North Hayden; J. A. Turman, and M. F. Gilchrist, Peru; E. E. Daily, Remington; Joe White, Shideler; Walter Penrod, South Whitley; Robert E. Conley, Rensselaer; L. F. Clupper, Rich Valley; M. R. Seward, Thornehope; Frank and George Pyle, Van Buren; F. Money, Wabash; A. D. Shirley, Walton; Paul R. Dawson, Wolcott; Roy L. Mossburg, Warren; C. C. Barnes, Winchester.

"Soyalose" and "Soyafflu" are trade marks Nos. 399,658 and 399,659, filed by the Glidden Co., Cleveland, O., for soybean flour. "Harvest Gold" has been filed as trade mark No. 395,342 by W. J. Fitzpatrick Co., Chicago, Ill., for bread and soybean flakes intended to be mixed with cereal flour for use in making bread or other baked goods. The use of soybeans in the edible products field continues to grow.

Markets and Marketing

By M. D. GUILD, INDIANAPOLIS, before Indiana Farmers Grain Dealers Ass'n.

Joseph was able to prognosticate the future and stored in the Egyptian granaries in the seven years of plenty enough to take care of the food requirements in the seven years of famine. Although no ideas of value are mentioned, yet I can visualize the producers' complaints of poor prices during those seven years of plenty.

Current press reports tell us that the Russian farmer has learned that by spreading coal dust lightly over his cotton fields, he can speed up the ripening of his cotton crops by a month or more. The dark surface absorbs the heat during the day and radiates it during the night.

A new wheat strain recently developed by the Italian government has produced a yield of 131 bushels per acre. In addition to this, the wheat ripens two to three weeks earlier, has a stiff straw and offers a strong resistance to disease.

In our own country a new hybrid corn is being developed which will give an extra ten bushels to the acre. It may be bred to fit different regional conditions and is also drought and disease resistant. These specific instances are cited to show what is being done scientifically in the production field.

Science has concentrated too much on the production end to the neglect of the consuming end. New uses must be created for agricultural products. The most important achievement recently has been the introduction and new uses of the soy bean crop. Soy beans have a multiplicity of uses and science has continually added to the list.

As a rule surpluses are of inferior quality. Buyers are always eager for the best. When our producers become quality minded, our surplus will largely take care of itself. Quality has always been at a premium and quality goods always find a market at the expense of an inferior product. American grain should be produced that will be sought in preference to any other.

This can be clearly illustrated by recent developments in a market no farther removed than Indianapolis. With the repeal of the prohibition amendment, we saw the rebirth of an old industry. This new demand for grain proves conclusively the importance of quality merchandise. The popular thought among the laymen is that distilleries will use any quality of grain. This is decidedly erroneous. Competition, high taxes, labor and other operating costs make it imperative that they exercise prudence and caution in the purchase of their raw materials. After much delicate and scientific research, they have learned that in purchasing a bushel of corn they are not only buying a unit of measurement but a certain return as well. They are not thinking in the terms of bushels, but rather in yield. At the present time it is very difficult to interest the distillery trade in Indiana corn for the reason that they have found our neighboring state of Illinois has a better

[Concluded on page 199]



Officers and Directors Indiana Farmers Grain Dealers Ass'n, left to right, are: Retiring Directors H. O. Rice, Huntington, and Walter Penrod, South Whitley; Director John Witte, Hoagland; Pres. Frank Pyle, Van Buren; Director Fred A. Dahl, Belshaw; Vice-Pres. Paul R. Dawson, Wolcott; Sec'y W. L. Woodfield, Lafayette; Directors Roy Camp, Monticello, and L. F. Clupper, Rich Valley.

Ohio Farmers' Elevators Hold Big Convention

The 23rd annual convention of The Farmers Grain Dealers Ass'n of Ohio was held at Hotel Waldorf, Toledo, Feb. 21 and 22, with a new record for attendance. Registration was in charge of Ohio Dept. Mill Mutuals, and 479 delegates and guests were registered.

PRES. CHARLES B. GEORGE, McComb, called the first session to order, and after invocation by L. R. Forsyth of Rawson, Al. Hoffman, pres. Toledo Board of Trade, extended a hearty welcome. W. H. Bricker, Oak Harbor, responded.

Pres. George, in his annual address, reviewed the activities of the past year.

B. A. WALLACE of Ohio State University, Columbus, in summarizing the operation of the Farmer Elevators of the state, reported their business for 1937 as satisfactory but not as profitable as the year before.

Monday Afternoon Session

L. G. FOSTER, sec'y Louisville Bank for Co-operatives, outlined the facilities and financial services offered Co-operatives by his bank.

H. C. POTTHAST, Lima, gen. manager of Farmers Equity Creamery, traced the growth and development of the Co-operative movement and advised constant service and education to keep the stockholders satisfied.

CHAS. E. SWARTZBAUGH, Toledo, told of his experience at the "Little Business" conference in Washington.

THE BANQUET

The annual banquet was held at the Hotel Secor and was attended by more than 600 delegates and ladies. Dan Kressler, Toledo, served as toastmaster. An excellent floor show was followed by dancing.

Tuesday Morning Session

The third session was called to order by Pres. George, who introduced George Grover, Rising Sun, who urged the expansion of side lines because of the better margin of profit and also as a means of increasing their grain business. Mr. Grover stressed the importance of handling quality goods.

ELMER PARKER, Green Springs, told of the experience of his company, adding 140 new stockholders in one year by patronage dividends to apply on the purchase of stock.

F. B. GRIFFIN, Elida, condemned modern methods of merchandising as responsible for many of our present ills. He advocated wider margins on grain buying and a cash basis on merchandise sales.

G. E. O'BRIEN, Greenville, pres. Ohio Grain Mill and Feed Dealers Ass'n, outlined the controversy between the grain trade and the Ohio Industrial Commission on the use of manlifts in elevators. Mr. O'Brien stated that the committee, Chas. S. Latchaw, W. W. Cummings, and J. W. Huntington, had just reported a tentative code which the Industrial Commission indicated would be acceptable and adopted within two weeks. The provisions of the code are as follows:

Ohio Manlift Requirements

Specific Safety Requirements Covering the Construction, Maintenance and Operation of Platform Manlifts and Their Hoistways as Used in Grain Elevators, Flour and Feed Mills.

Definition—A platform manlift is a lift, the platform of which is suspended by members from a crosshead, with a hoisting cable running over an overhead sheave and being counter-balanced to the approximate weight of the lift and a man. Operation is by hand power only.

Section 1.—The car or cab shall be enclosed on all unused sides to a height of at least six feet and shall be of solid wood, grille work, metal grating, expanded metal or hardware cloth. The car or cab shall be equipped with a

top cover or wire grille work, of not less than No. 10 gauge and 1½" mesh material substantially secured to the cross-head.

Sec. 2.—The car or cab platform shall not exceed 900 square inches in area and shall have a standing space of not less than 6'6". The car or cab frame and platform shall be of metal or sound wood designed with a factor of safety of not less than 4 for metal or 6 for wood based on the ordinarily imposed load uniformly distributed.

Sec. 3.—The car or cab shall be counter-balanced to the approximate weight of the lift and a man.

Sec. 4.—The hoisting cable shall be of iron or steel, without covering. Factor of safety required is 7.5—size of cable may therefore be determined from manufacturer's standard specifications.

Sec. 5.—The hoistway at all landings shall be enclosed to a height of six feet with solid wood partitions, grille work, metal grating, expanded

metal or hardware cloth, except entrance side, which shall be provided with a gate of the same material, not less than five feet, six inches in height, and equipped with spring hinges or other self-closing apparatus.

Sec. 6.—Flooring of iron, steel, wood or reinforced concrete capable of sustaining a concentrated load of one hundred pounds shall be provided at the top of the hoistway, immediately below the overhead sheave.

Sec. 7.—The platform manlift shall have a broken cable safety brake, operated with a ratchet or cam and pawl to stop and hold the platform manlift if the hoisting cable breaks.

Sec. 8.—The platform manlift shall have a foot brake, operating by a spring release so that the brake functions automatically the instant that the operator's foot is removed from the brake pedal. On platform manlifts hereafter installed, foot brakes shall be provided to engage both guide rails.

Sec. 9.—Counter weights shall run in guides or be enclosed.

Sec. 10.—Guides for both car and counter-weights shall be securely fastened.

Sec. 11.—Not more than one person at a time shall be permitted to ride the platform manlift and no material of any kind shall be carried on the car or cab.

Sec. 12.—Tools may be carried, provided same are placed in a box securely fastened to the car or cab.

Sec. 13.—Conspicuous signs, carrying instructions for use of these platform manlifts shall be posted at each landing.

MAX PHILLIPS, Elyria, explained the complete financing plan for farmers offered by the Production Credit Bank and asked the co-operation of elevators to help educate the farmers on the advantages of the system.

GEORGE CROCKETT, GRELTON, attributed a large part of elevator losses to improper or careless grading, and urged the dealers to obtain proper equipment and follow closely the instructions of the inspectors hand book.

The afternoon business session adopted resolutions urging members to refrain from entering a new field of endeavor until the actual need exists and until fully prepared to cover the entire service.

Thanks were extended to everyone contributing to the success of the meeting.

OFFICERS ELECTED were Pres., Charles B. George, McComb; 1st V. P., A. G. Patzer, Grove City; 2nd V. P., A. P. Eier, Nevada; Directors, 3 years, N. G. Bennett, McComb; W. A. Gussot, Olmstead Falls; and John Myers, Westerville.

CONVENTION NOTES

H. F. PRUE, grain inspector, conducted grain grading demonstrations thruout the convention.

The Ohio Dept. Mill Mutuals was represented by Le Roy Neal, R. S. Castle, J. G. Svehla and G. N. Arnold.

Sidney Grain Mch. Co. exhibited motor driven feed mixer and elevator leg. Carl Berger was in charge.

W. H. GUBBS displayed Nitragin Co.'s inoculents.

HARRY B. OLSON demonstrated grain and seed testing equipment.

SEED TRADE REPORTING BUREAU with C. S. Phillips exhibited a moisture tester and supplies.

BOB CRAWFORD represented Oyster Shell Products Corp.

JOHN G. TROESTER represented Union Iron Works.

FENCE posts and corrugated sheets were exhibited by Continental Steel Corp., Bethlehem Steel Co. and Keystone Steel Co.

FRANK H. NICKLE exhibited a Nickle Hammer Mill Feeder.

Kansas farmers investigating fields heavily infested with grasshopper eggs believe recent snows and cold rains over the winter wheat belt have killed a great multitude of the prospective grasshoppers, as well as improved the prospects for another crop of wheat.



Charles B. George, McComb, and Alfred P. Eier, Nevada, Were Re-elected Pres. and 2nd Vice-Pres., Respectively, Ohio Farmers Grain Dealers Ass'n.

Quality, Variety and Grading of Argentine Grain

By R. O. CROMWELL, before Chicago Grain Market Analysts Club.

The grain board of Argentina seems to be going slowly with the authorized program of a system of government country elevators and terminal elevators. Some contracts have been let for terminals of which some may have been cancelled, and a very few country houses have been built. One or two country regional co-operative houses of the interior will be seen in the pictures. Some citizens believe there is a marking of time to study further the desirability of the plan, especially with respect to the effect of increasing automobile truck haul and new hard surfaced roads.

GRADES.—The basis for establishing Government standard grades of grain is under experimentation but provisional standards were not in use in any stage of marketing in late December. The country is divided into three zones, namely: the Rosafe, Buenos Aires and Bahia Blanca. The wheat types for each zone, for example, Duro, Semi-Duro and Blando (Hard, Semi-Hard and Soft) are tentatively the classification as many of you know, but a knowledge of the variety name is necessary before a sample can be identified into its type. According to one of the specialists, several varieties can not be distinguished and the variety name accompanying the sample from the country in this case is generally accepted. This would not lead to quite as many mistakes in Argentina perhaps as it would in the United States but undoubtedly there would be too many. This undesirable feature of the standard is one reason why this grading method has not been adopted for use.

Under each type there are several grades based upon commercial quality factors such as soundness, odor, test weight, broken kernels, mixtures, foreign material, yellow berry, damage, green and frosted kernels, smut, weevils, etc. Grains not grading on account of not being within the specified limitations or type or grade are to be sold by sample.

Corn is not given standards and presumably

is expected to remain for the near future on a basis of fair average quality. Other small grains are given similar provisional standards. Experimentation with quick mechanical methods of determining protein and other factors bearing upon quality suggest a hope that standards will eventually include a scale of quality requirements.

TRADING METHODS.—My observation and inquiries are that country merchants bid the farmers on the basis simply of how they think his grain will sell as compared with samples sent to terminal buyers, and later, on the basis of previous sales. Disputes are settled by a committee of the grain exchange. It is said by some that the four largest terminal buyers, through country agents, in keen competition set values of discounts or premiums, if any. To what extent this may result in unfairness to producers, if any, I am unable to say.

Exporters at present sell on the basis of fair average quality. The samples are made up from an average of receipts on the grain exchange each 30 days and duplicates are sent to European markets. Appeal is to an official committee in Liverpool.

News recently has brought word from Argentina that an experiment is being made in the use of official grades in one terminal elevator at Rosario. A company is said to have been formed for the purpose, and has arranged with the National Grain Board, to function strictly without cost to patrons as a public service, receiving, handling and storing wheat which has been officially sampled and graded, and delivering it against the presentation of corresponding certificates on demand. The board will check the movement of graded grain and issue certificates on ship or in sealed cars. Holders, it seems, can thus sell by sample and have, as well, an official certificate of quality to send to the buyer.

LOCATION OF WHEAT TYPES.—Hard wheats are found grown most extensively in the South and West of the belt. In 1936-37 about 9% of the wheat from the Rosafe zone graded hard, 66% semi-hard, 10% soft and the remainder did not grade. At Buenos Aires, 17% graded hard, 45% semi-hard and 13% soft. At Bahia Blanca 27% graded hard, 33 semi-hard and 8 soft. For the entire country 15% of the production graded hard, 53% semi-hard, 10% soft and 20% was excluded from grade or type.

QUALITY OF WHEAT AND CORN.—Wheat from Argentina is considered more desirable in quality by European millers on the average than our soft red winter wheats. This is due only in part to the fact that we use a high portion of our best wheat at home and subject export wheats more to the process of mixing. Because, strange as it may seem to us in North America, the harder types of wheat in Argentina do not necessarily have a higher percentage of protein than softer types. It may be, however, that data over a longer period will modify this opinion.

One dry and wet process corn miller in the United States, to my surprise, honestly claims to have found Argentine corn in 1936-37 to be more valuable pound for pound than our own, to an extent to more than cover cost of necessary machinery adjustment.

WHEAT VARIETIES.—Wheats in the Argentine are separated not only into winter and spring varieties as is done east of the Rocky Mountains in the United States but into early sown (or winter), intermediately sown, and late sown (or spring). A similar type of

separation is necessary on our North Pacific Coast. In the central and southern parts of the Argentine wheat belt (at least) our famous Marquis spring wheat is not fully erect in its early stage as a spring wheat should be, but is semi-erect; that is, it is intermediate.

Attention should be called to the fact that full spring wheats are sown in a given region only from two to six weeks later than winter wheats; and in the North, spring wheats are sown before or at about the same time as winter varieties are sown in the South.

Figures obtained from the Argentine Government give spring varieties as comprising about 45 per cent of the total wheat acreage in 1936. Of production in 1936, however, 56% was of spring variety, 20% from winter variety, 8% from intermediate variety, and 16% varieties not considered. In the northern half of the wheat belt about 68% of wheat acreage was planted to spring varieties. Spring varieties were much less prominent at the time of visits there in 1926 and 1929. Of the seven spring varieties grown commercially, none is known in the United States or Canada. Farmers in Argentina and Canada confine their planting to recommended varieties much more completely than United States farmers do, in part, because those governments make a greater effort to encourage them to do so.

Markets and Marketing

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product. Is there any reason why Indiana cannot produce a corn equal to that grown by our neighbors? Soil and climatic conditions are different, but this can be overcome largely by good seed and proper fertilizer.

Here is where the country elevator can make a definite contribution to the success of agriculture. In most districts the major part of the farmers' income is received from checks issued by the local elevator. Thus, the elevator manager finds himself a dominant factor in the farmer's economic life. His advice is sought, and his recommendations followed, not only in marketing but harvesting and production as well. It would require no great amount of extra effort on the part of local managers to render a helpful service to the farmer by seeing that he is provided with good seed and proper fertilizer.

Interesting yourself in this unselfish service, you will find it will pay you a very selfish dividend. Too many of us are prone to accept things ipso facto and take what comes our way with the least possible effort. In our economic struggle, winners are legion but champions are few. The limitations imposed upon us in training and environment excludes us from contributing much to science in developing new and greater outlets, but we can exercise a tremendous influence in the building of better farm products.

Certain country grain stations in Indiana receive better bids than those indicated by the general card quotations. The reason is that the buyer has learned that he will receive a better quality of grain than the average upon which his bid is based. I venture that if we investigated we would find that at some time in the past, someone in that locality had interested himself in the building of a better mousetrap.

It is your challenge and should not go unaccepted.

Corn Products Refining Co. in 1937 had net income of \$8,100,521, against \$11,490,647 in 1936. Geo. M. Moffett, pres., states: "Corn, our principal raw material, due to the drouth of 1936, cost approximately twice the normal price and it was impossible to obtain selling prices commensurate with this increase. Moreover, earnings were reduced by inventory losses. Although minimum stocks were carried, the price of corn during October dropped from above \$1 to 50 cents a bushel."



R. O. Cromwell, Chicago, Ill.

Clamshell for Receiving; Traveling Scale for Loading Trucks

In designing the grain elevator to be built on the dock front at Bellingham, Wash., by the local port authority it was felt that the volume of grain to be unloaded from ships did not warrant the construction of the usual costly marine leg, and arrangements were made to utilize the ship's gear and a large clamshell bucket by providing a permanent belt conveyor in a tunnel to carry the grain dumped by the bucket in a hopper on the dock some 200 feet to the elevator.

At Houston, Tex., where clamshells were used in discharging grain cargo the buckets dumped their loads into automobile trucks, as an emergency operation.

The clamshell bucket dips into the hold of the steamship and lifts the grain at the rate of 100 tons per hour. As shown in the engraving the bucket discharges itself at a considerable height above the hopper, the stream spreading in the air, a tarpaulin catching the spill between ship and hopper.

The belt from dock to storage is 18 ins. wide, traveling 300 ft. per minute, pulled by a 7½-h.p. motor.

Grain coming into the house on the dock conveyor belt is elevated about 60 ft. to a garner bin, from which it is spouted to the traveling hopper. When the required amount of grain is in the weigh hopper a slide gate in the garner is closed, the weight taken, and the grain discharged by a swinging chute into a second elevator leg, to be lofted 90 ft. into a belt conveyor extending across the top of the 12 storage bins. This conveyor is equipped with a hand propelled Link-Belt Tank Type Tripper for discharging grain to any bin, and is driven by a 5-h.p. motor.

Both elevator legs have 11x6 O.K. Buckets

spaced 11 in. centers on a 12-in., 5-ply, 32-oz. belt. The speed of both elevator belts is 800 ft. per minute, the storage belt driven by a 20-h.p. and the garner elevator by a 15-h.p., all motors running 1,200 r.p.m., of the squirrel cage type and wound for 3-phase, 60-cycle, 440-volt alternating current.

Distribution of the grain from the ships is handled in a novel manner to meet the requirements of the lessee, the Washington Co-operative Egg & Poultry Ass'n, which does business on a large scale and is popularly known as the Wash-Co. Egg, in supplying its numerous members with poultry feed. Formerly the grain was unloaded from ships at Seattle and shipped at considerable added expense to the Ass'n mills at Lynden and Bellingham.

The weighing hopper and its scale beam in the elevator travels on tracks permitting the Howe Scale to be set at any point in a 70 ft. range under any of the 12 storage bins to fill delivery trucks. The same scale weighs the grain as received from the dock.

After the unloading of a boat has been completed the swinging spout from traveling weigh hopper to elevator boot is moved out of the way in order to provide a clear driveway for delivery trucks. The operator then moves the hopper by means of a 3-h.p. motor and worm gear reducer to any desired storage bin where he can operate levers which

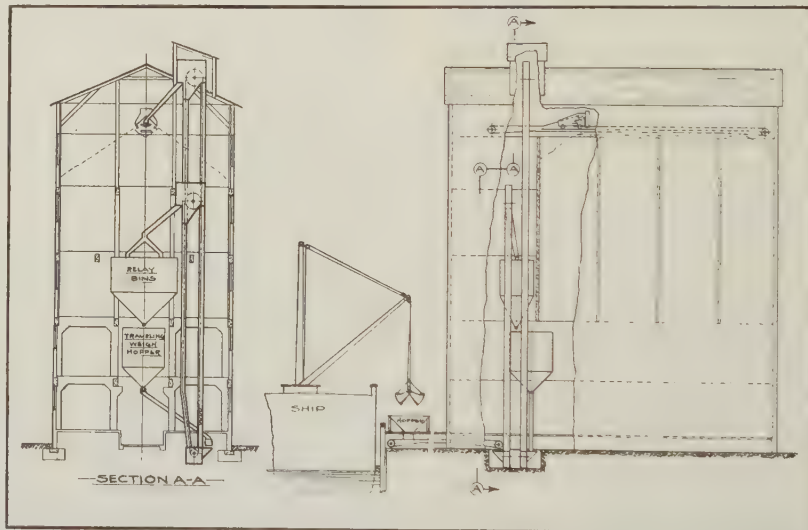


Discharging corn from hold of ship to receiving hopper over tunnel belt conveyor extending to warehouse of Bellingham, Wash., elevator.

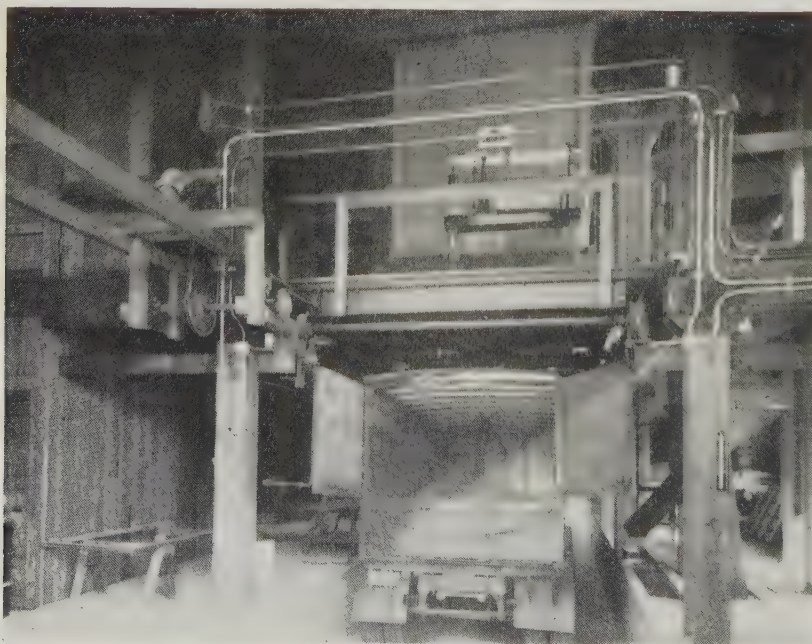
control the slide gates thru which grain drops into spouts to weigh hopper. Setting the scale, the operator draws off the exact amount of grain required. Push button controls are located at short intervals thruout the travel



General exterior view of Bellingham, Wash., elevator showing trucks and trailers on their way to receive a load of grain.



Sectional elevations of grain storing and reloading plant built by the Washington Co-operative Egg & Poultry Association at Bellingham, Wash.



Delivery truck is shown in position below the traveling weigh hopper, receiving grain through opening in roof of truck body at Bellingham, Wash., elevator.

of the weigh hopper, thus making it possible to locate the hopper very accurately at any point. The hopper is pulled by a malleable iron pintle chain attached to each end of hopper and passing over the gear wheel.

The driver of the truck under the hopper fits the telescopic spout from the hopper into a small opening provided in the top of the truck body. Trucks can be loaded very quickly by this arrangement.

The foundation of the elevator is of reinforced concrete supporting cribbed walls covered with corrugated galvanized iron. The bins are hopped toward the central hopper scale. Its storage capacity is 60,000 bus.

The building was erected by the Bellingham Port Commission, using day labor. It was designed by S. Ivarsson, structural engineer. The elevating and conveying machinery was designed and furnished by the Link-Belt Co., Pacific Division.

Commercial chick hatcheries are urging buying of eggs by the Federal Surplus Commodity Commission, but Dewey Termohlan, of the Commission, states that no large purchases will be made unless prices drop from the present level. A year ago in January and February the government bought 513 carloads, or 6,154,000 dozen fresh eggs, and from October to December 526 cars of storage eggs.

How About a New Office?

"Improvements to property show an increase of \$1,642 per company," announced Harry Heiser, Bloomington, Ill., auditor, making his report before the 35th annual convention of the Illinois Farmers Grain Dealers Ass'n. Each year Mr. Heiser compiles average statistics from audits covering the business of a large group of Illinois farmers elevators. An increase of \$1,642 in the average of improvement costs marks 1937 as a banner remodeling year. "The increase is attributable to a number of new office buildings," said Mr. Heiser, "installation of larger truck scales, and addition of ear corn equipment."

New offices, new truck scales and dumps lead the list. Elevator managers have come to realize that they live half of their lives at the elevator, and that attractive, comfortable surroundings adds materially to the joy of living. With the building of new offices, or remodeling of old ones, grain dealers are discovering that patrons also are attracted by pleasant surroundings. Business is more easily conducted in a place that looks like real business. "Folks haggle with junk dealers."

FORESIGHT in protecting the office safe, the books, the blank checks, the scale beam, and the office equipment from light fingered gentry is apparent in practically all of the new offices and the remodeling jobs. Every elevator office gets its share of retired farmers with time on their hands. These are prevented from interfering with business by provision of a customers' room, usually separated from the scale and workroom by a high counter or partition. Another provision of equal importance is a manager's private office or directors' room where customers who want to talk business privately can do so behind closed doors. And when the manager wants to fill out another tax schedule without the aid of kibitzers he has a place to which he can retire.

The cold winds of winter, and the rising price of coal have been recognized in both new construction and remodeling. In one manner or another the new offices have been insulated and provided with furnace heat. Double floors are usual, and attractively fastened or designed cel-o-tex is a favorite material for walls and ceilings. The heat and dust of summer has likewise been recognized with installation of lavatories, and shower-baths for employees.

SIDELINES are making their influence felt in the design of customers' rooms not many have

gone so far as to transform their customers' rooms into retail stores, with special driveways, special parking space, plate-glass windows and gleaming stocks of merchandise, but the trend is marked. Customers' rooms are larger today, have black boards attached to the walls where prices for grain and prices for retail lines are listed. In some rooms a blackboard is provided on which advertisements are written for farmers who have a cow, a horse, a pig, or a second-hand machine to sell.

Often in the modern elevator office customers' room display racks are set up in the middle of the floor. Opened sacks of feed and seed are displayed, brand-side out. Wall racks are used for packets of literature, headlines showing so the farmer can easily select what he wants. Glazed wall cases display poultry and stock remedies, fly sprays, disinfectants, seed inoculants and seed treating dusts. Poultry supplies, light metal feeders, brooder stoves, and hovers are being assembled at one end of the customers' rooms.

THE INFLUENCE of grain grading schools, and long years of educational work on grain grading is reflected in special equipment, and handsome little grading laboratories in the new offices. As yet most of these are only a table or two, where the moisture tester, hand sieves, testing kettle and sample pans are kept. But in at least one Illinois office a space is countered off from the customers' room, where magnifying glasses, tweezers, a divider and an electric moisture meter are added to standard equipment in a small replica of a grain and seed testing laboratory.

Sheldon Elevator's New Office

AMONG the new offices completed since last summer is the attractive building from which J. D. Worsham guides the destinies of the Farmers Elevator Co. at Sheldon, Ill. This 32x24 ft. frame structure, is covered with asbestos shingles, and sets over a concrete and brick basement 7 ft. deep. Vertically, thru one corner of the building runs a huge column of concrete that becomes two fire-proof vaults, one in the basement, one on the office floor. Sharing the basement are lavatories and a shower bath for employees.

This office has three double-floored rooms, all finished with cel-o-tex ceilings and walls, made more attractive with veneer finishing for four feet around the bottoms of the walls. In



Kempton Cooperative Company's Remodeled Office.

the directors' room the veneer is mahogany, in the work room and customers' room it is walnut.

The work room and the customers' room are separated by a high counter, skirted to the floor, and fitted with many shelves, and drawers. The canopied entrance at the east side of the building opens into the customers' room; the door from the short platform that fills out around the scale window bay enters the work room. Windows around the dial beam of the 15-ton Fairbanks truck scale are large and the window bay gives full vision of the scale deck. Extending over the scale deck is a 16x24 ft. canopy, its outer corners supported by brick pillars.

The new office climaxes 25 years thru which J. D. Worsham has managed this 41 year old company, handling 400,000 bushels of corn, oats, and soybeans annually thru its 90,000 bushel elevator at Sheldon, and its smaller elevator at Effner, Ind. Even in slack times there is plenty to do for this elevator does a large retail business in coal, feed, seed, and custom grinding, as well as in shipping grain.

Kempton Elevator's New Office

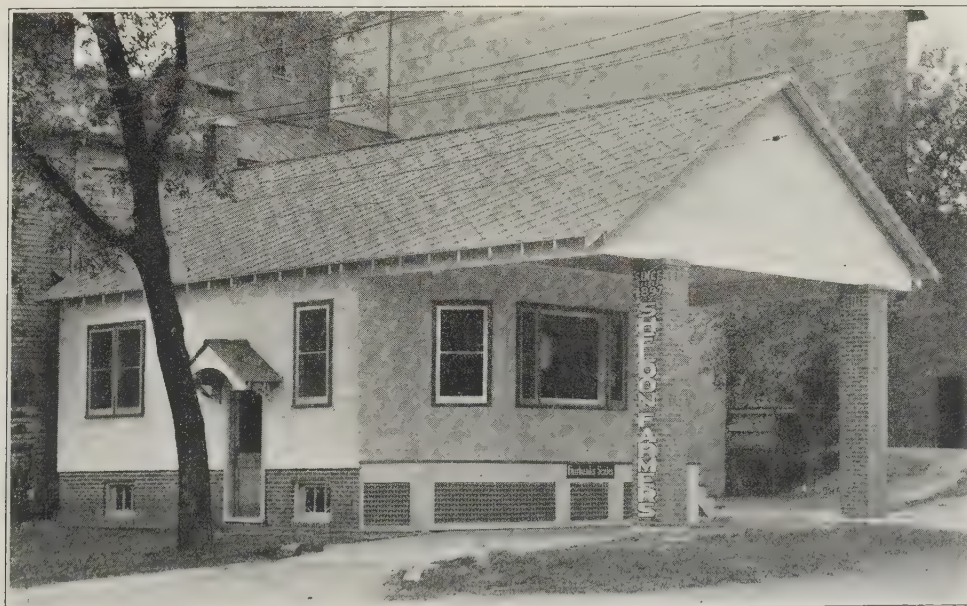
The remodeled office from which Manager Vern L. Marks conducts the business and properties of the Kempton Cooperative Co., follows a modern concept of office construction that rates a basement as unnecessary, yet keeps warm and comfortable with insulation and hot water heat.

Expansion of this 35 year old company's properties last summer thru purchase of Otis P. Bear's 45,000 bushel elevator, increased the company's storage space to 100,000 bushels of small grains, and 7,500 bushels of ear corn. Larger office quarters became necessary.

The old Bear office was closest to the main street leading into the village and was a natural selection for the enlarging and remodeling job. Most of the west wall of this structure was knocked out and the building was extended to the elevator, making room for extension of the customer's room for merchandise display, grain testing laboratory, and poultry remedy cabinets, and for a private office for Manager Marks.

The scale room was separated from the customers' room by a counter and grillwork from one of the country banks that passed into oblivion. There is no direct connecting doorway between the customers' room and the scale room. Entrance to the scale room from the customer's room must be made thru Manager Mark's office. Entrance to the scale room from the outside is thru a door at the back of the office.

All rooms in the remodeled office enjoy indirect lighting from modern ceiling fixtures. Ceilings and walls are finished with a light cream color that reflects the light well, so that



Sheldon Farmers Elevator Company's New Office.

no shadow falls across work at any desk, regardless of the position of the worker.

The good lighting idea was carried to the outside of the office by installation of a large globe and reflector in the outside wall above the scale deck.

The outside walls were covered with heavy builders' paper, then sheathed with slate colored asbestos shingles. The two gable roofs were covered with green composition shingles to contrast with the building's exterior.

"A hot water furnace needs to set only a few inches lower than its radiators," said Manager Marks when he explained the location of the furnace in a small, iron-clad, catch-all room that connects the office building with the elevator's east wall. This room has a concrete floor that drops about 4 inches below the level of the office floors. In it is the furnace, the coal bin, one of the elevator's main motors, the air compressors, and the air compressor tanks.

Under the progressive management of Vern Marks the interests of the Kempton Cooperative Co. have expanded rapidly during the last six years. The properties now include the two elevators, a large feed warehouse, seed warehouse, coal sheds, farm supply business, and a rapidly growing business in baby chicks.

Trucks carried 48% of the livestock to market in 1937, equivalent to 643,000 railroad carloads.

Quebec, Can.—Strict regulation of the bread and pastry bakers is proposed in a bill before the Quebec legislature. The bill provides for a commission to be appointed by the bakers' ass'n to regulate hygienic manufacturing, license bakers and fix prices to prevent unfair competition.

Why Excessive Railroad Labor Costs

Political interference with management in all labor relations is unduly increasing the expense of operating railroads.

A full day's pay was demanded by conductors and trainmen for riding incoming passenger trains three to five miles from Pennsylvania Station after the passengers had been discharged, to Sunnyside Yard, New York City. Another full day's pay was demanded for riding the trains that short distance from the Yard to the Station, altho the men were paid good wages for the road trip in addition.

The referee awarded the men the full day's pay for each of the 10 to 15 minute rides; and being made retroactive for three years cost the Lehigh Valley Railroad \$250,000. Politicians cannot be expected to judge fairly in any controversy involving voters.

Milwaukee Charges Rates With Loss of Trade

A rate discrimination that cost Milwaukee two-fifths of its grain business resulted from a decision of the Interstate Commerce Commission in 1935, declared Manager John L. Bowlus of the Milwaukee Exchange's transportation department at an Interstate Commerce Commission hearing of the Exchange's complaint against 30 railroads that opened in Milwaukee Feb. 23.

Bowlus introduced exhibits to show that Milwaukee's grain receipts last year totaled only about 29,000,000 bus., compared with a normal year of 50,000,000 bus. He asked for restoration of rates which were in effect for 60 years prior to the 1935 decision.

Supporting Mr. Bowlus were Harry M. Stratton, Carl A. Houlton, George D. Weschler, and Yale Henry, representing various divisions of the grain interests at Milwaukee.

Other grain exchanges and grain interests appeared to protect their interests, among them F. S. Keiser of Duluth, J. S. Brown of Chicago, Freeman Bradford, Sioux City; F. V. Townsend, F. J. Krazt, W. E. Johnson, and Martin F. Smith, Minneapolis.

Grain Carriers

Washington, D. C.—Grain and grain products were loaded into 31,774 cars during the week ending Feb. 19, compared with 29,458 during the same week a year ago.—Ass'n of American Railroads.

Montreal, Can.—Montreal steamship lines have established minimum grain rates for March, April and May sailings at: London 3s, Liverpool 3s 3d, Glasgow, Bristol Channel and Irish ports 3s 6d, per quarter of 480 lbs.

A questionnaire has been sent to leading business concerns by the Transportation Ass'n of America to obtain their views as to a basic transportation policy from the standpoint of labor, shippers, investors and transportation agencies.

Chicago, Ill.—Motor vehicles engaged in pickup and delivery service for railroads are not subject to the regulations of the Motor Carrier Act of 1935, says a majority decision of the Interstate Commerce Commission, reversing an earlier decision.

New Orleans, La.—A modification of its embargo on bulk wheat for export thru the public elevator has been issued by the New Orleans Public Belt Ry. Shipments will be accepted if a permit for each specific shipment is first obtained from the railway. The Illinois Central has modified its embargo accordingly.

Indianapolis, Ind.—An injunction suit before Judge Joseph T. Markey in superior court, scheduled for hearing Mar. 20, is delaying enforcement of Indiana's new weight tax law for trucks. The injunction suit was brought by Kenneth Foster, Indianapolis truck operator, who contests constitutionality of the act.

Chicago, Ill.—A railroad proposal to reduce the carload rate on timothy seed and blue grass seed for export from 90c to 71c per cwt. from rate basis 4 (Chicago) to Pacific ports has been docketed by the transcontinental freight bureau. The reduction rests on the fact that Chicago shippers are now favored with rail-barge rate of 46c or \$9.20 per net ton to the gulf.

Vigorous objection from transcontinental railroads has led the Intercoastal Steamship Freight Ass'n to delay the effective date of its Jan. 17 approval of publication on statutory notice of a \$7 per ton rate on soybean meal from Atlantic ports to the Pacific coast on minimum lots of 40,000 lbs. The proposed \$7 intercoastal rate was intended to be competitive with a \$12 per net ton rate instituted by transcontinental railroads on soybean meal from groups C and D and west to the Pacific Coast.

New York, N. Y.—Use of the old form of ocean B/L for shipments of grain and flour has been extended to June 30, pending agreement between the Atlantic Eastbound Freight Ass'n and the National Federation of Corn Trade Ass'ns in England. Groups in the British grain trade have objected to a number of the conditions contained in the new North Atlantic liner Bs/L. The United States Maritime Commission is reported working on a new uniform B/L for its steamship services that will follow generally the pattern of the form drafted by the North Atlantic lines.

Five-State Truck Conference Proposed

A five-state truck conference is proposed in the suggestion of Wisconsin authorities that representatives of five mid-western states meet this month to discuss uniform truck laws.

Illinois officials received the proposal favorably, tho expressing an opinion that the problem might be met effectively thru creation of legislative traffic commissions in each of the states.

Starch Dust Explosion at Pekin, Ill.

Fortunately no injury to employees attended the dust explosion Dec. 16 at the plant of the Corn Products Refining Co., Pekin, Ill., and the property damage was nominal.

When constructed in 1924 the buildings, Nos. 25 and 34, were provided with means to release explosive air pressure. Metal louvers displaced windows and wells, top sash were pivoted, conveyor bridges were open.

From a wire mesh screen tailings reel, dried brewers' starch grits enter building No. 34 on a conveyor and after passing thru an outside rotary feeder are carried by another 12-in. screw conveyor about 50 ft. into building No. 25, where a short conveyor feeds into a spout that discharges into a hopper, No. 11. The hopper has two outlets, one to a bag filling machine, and the other into a conveyor extending to the outside of the west wall of building No. 25 to be elevated to the third floor into a conveyor feeding a Hummer screen. After screening the grits return again to No. 11 hopper.

On the day before the explosion a screw conveyor was found to be taking excessive power and after the explosion it was discovered friction in the conveyor head had generated enough heat to melt the babbitt metal in the bearing, the heat evidently sufficient to ignite the starch of the grits.

Long leaf yellow pine had been used in making up the conveyor boxes and some shrinkage had permitted the tail end and bearing to set too close to the end sleeve on the conveyor, causing the parts to grind against each other.

Starch blew out of all packers on the first floor of building 25; and dust-collecting piping indicated that the explosion and fire had traveled thru the dust collecting system. The outside of the conveyor boxes above No. 11 grit storage hopper was badly scorched and the No. 4 Hummer screen showed indications of severe fire; also the twelve-inch screw conveyor from building 25 to building 34 showed direct evidence of the dust explosion and fire which had split open the underside of the conveyor boxes. This flaming blast also traveled thru the rotary feed and choke west of building 34 and into the conveyor system on the top floor of building 34—where one of the six reels operating on grits was badly burned. The canvas on this reel was burned whereas the canvas covers on the reels used on starches other than grits showed only indications of having been blown off. The explosion and fire boomed eastwardly thru the conveyor toward the bucket elevator adjacent to building 9. There the blast expended itself.

The investigators recommended a distance of at least one inch between the end sleeve and the tailend conveyor head and bearing, regardless of the fact that the thrust is usually on the driven end of the conveyor; trying out conveyors and other equipment—operating any new equipment empty before it is put into service for a period of at least eight hours—to be assured that a satisfactory and safe installation has been made; and designing a rotary feeder and choke that will prevent the passage of a dust explosion rather than just retarding it.

Detroit, Mich.—A federal government official is understood to have made agreements with 8,000 Michigan farmers, whereby they are to destroy 709,854 bus. of good, merchantable potatoes. To ease their consciences about this wanton waste of food the government expects to pay them about \$107,000.

Ames, Ia.—TVA phosphate fertilizer demonstrations will be carried out in 18 Iowa counties this year under an agreement between the Iowa agricultural experiment station extension service and the Tennessee Valley Authority, Agronomist Bruce Kirkpatrick, Iowa State College, has announced.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARKANSAS

Conway, Ark.—A. C. Bearden has sold his hammer mill at New Home.

Hope, Ark.—W. W. Duckett, 76, owner of the Southern Grain & Produce Co., died Feb. 8.

Littlerock, Ark.—Arkansas Rural Rehabilitation Corp. recently purchased a large special cotton seed cleaner from the Sidney Grain Machinery Co.

Prairie Grove, Ark.—Ted Hutchens, who recently purchased the local mill, has sold it back to the former owners. After Mr. Hutchens had closed the deal and bot around 300 bus. of wheat, he found that insurance rates were exceedingly high, due to the fact that Arkansas had had so many fires.

CALIFORNIA

Ceres, Cal.—T. E. Wilson & Son's warehouse was damaged during Feb. 9 windstorm.

Chico, Cal.—The Northern Star Mills sustained property damage in a windstorm recently.

Escalon, Cal.—The Escalon Warehouse Co., wholesale and retail grain dealers, suffered a loss of about \$3,300 in a recent fire.

San Francisco, Cal.—The San Francisco Grain Exchange has been licensed by the C. E. A. to deal in wheat and barley futures.

Red Bluff, Cal.—With the installation of machinery and milling equipment in the recently constructed addition to the Macy & Co. plant, the company will do a custom grinding and milling business as well as manufacture its own feeds. The building is of sheet metal construction and is three stories high.

Los Angeles, Cal.—Mathews & Fritz, handling milfeeds, concentrates, grain and alfalfa meal, has established offices in the I. W. Hellman building. William P. Mathews was formerly in charge of the feed department of the Snow Brokerage Co. W. C. Fritz has been in the feed business for 20 years, formerly connected with the Fernando Valley Milling & Supply Co. and the Snow Brokerage Co.

Atascadero, Cal.—Increasing flax production in San Luis Obispo county will lead to the establishment of a linseed oil mill in the opinion of G. W. Hinckley, field man for the El Dorado Oil Works of San Francisco, and he has signed up for 1,500 acres in the county this year. According to Mr. Hinckley there are only three such processing mills in the state, and more will be needed judging from the increase in flax growing. Growing conditions for flax are ideal here; 1,167 acres for raising flax-seed have been leased by the oil company at the Hearst ranch at San Simeon.

CANADA

Fort William, Ont.—Fire of unknown origin started in the fuel bin in the basement at the Searle elevator shortly after 10 o'clock Mar. 2, but did no damage, concrete walls of the fuel room and fire doors preventing the spread of the flames. The only damage that resulted was from water.

Winnipeg, Man.—A tax on grain futures was included among the items suggested as new sources of revenue for the province of Manitoba in the interim report to the government by Thomas C. Knight, one of the members of the economic survey board. The proposed tax would produce \$13,125,000.

Montreal, Que.—The National Harbors Board has turned down a request by grain and shipping interests for more time to consider the new tariffs, recently compiled by the Harbors Board and which shoot up the cost of sending certain commodities thru the port a full 200 per cent. A discussion of the tariffs by the shipping grain and business was entered into, but the tariffs are effective in and out of Montreal April 15.

Winnipeg, Man.—The Manitoba legislature Feb. 25 asked the Dominion government for a federal grain board to market the 1938 crop at a minimum fixed price not less than the cost of production. Two amendments were adopted, one censuring the Mackenzie King government for its order-in-council setting a Canadian wheat board minimum price of 87½ cents a bu. when the price of No. 1 Northern falls below 90 cents at Fort William. The other recommended participation certificates so producers could share in any future profit.

COLORADO

Amherst, Col.—The Amherst Farmers Co-op. Elvtr. Co. was destroyed by fire Feb. 28. Both building and stock were a total loss.

Sedgwick, Col.—The Farmers Elvtr. Co. is improving its plant with the installation of a new 14 inch 5 ply Atlas Rubber Covered Bucket Belt.

Trinidad, Col.—H. A. Campbell, former manager of the mixed feed department of the Ady & Crowe Mercantile Co. of Denver, is now affiliated with the Trinidad Milling & Elvtr. Co.

Peetz, Col.—The W. C. Harris Grain Co. of Sterling has opened its local elevator to handle the company's increasing mixed-feed business. An up-to-date feed store will be opened in the elevator, carrying a complete line of Harris mashes and feeds as well as some seeds. John Van Housen is the new manager in charge of the elevator which, for a while, will be open all day on Saturdays and in the afternoon of other week days.

ILLINOIS

Peoria, Ill.—The Peoria Grain Co. has installed a new Bender Worm Gear model truck lift.

Galesburg, Ill.—T. O. Miles, who recently acquired the Farmers Grain Elvtr. site, is erecting a grist mill.

Rosamond, Ill.—A new Atlas rubber covered elevator belt is being installed by the Rosamond Co-op. Ass'n.

Kincaid, Ill.—A new 13 inch 5 ply Atlas Rubber Covered Bucket Belt is being installed by the Midland Grain Co.

Cooksville, Ill.—The Cooksville Grain Co. is equipping its leg with a new Atlas 13-inch 5-ply rubber covered belt.

Newman, Ill.—The West Grain Co., incorporated with 2,500 shares, no par value, common, to deal in grain, incorporators, E. Weathers, N. Weathers and O. R. Drollinger.

Sidell, Ill.—We have let a contract to George Saathoff Construction Co. to build our elevator. It is to be a 30,000-bu. cribbed, iron covered house.—Sidell Grain Co., by Fred Current, manager.

Plainfield, Ill.—Milton Sonntag, candidate for renomination for Probate Clerk of Will county on the Republican ticket, has withdrawn his name to assume the position as manager of the Plainfield Grain Co.

Tremont, Ill.—Several men are engaged in razing the old Leslie elevator, located on route 9, between here and Pekin. When this is finished, they will tear down the old building at Menert, between here and Mackinaw, on the same route.

Springfield, Ill.—The Illinois Federation of Retail Ass'n's, representing approximately 23,000 retail merchants, has protested to Illinois representatives in Congress against the proposed revision of the tax on undistributed profits, and active members are demanding its repeal.

Bradfordton (Springfield p. o.), Ill.—The new elevator constructed by the Bradfordton Co-op. Ass'n, is now in operation. It has a capacity of 25,000 bus. and is 85 ft. high, built with a wooden frame covered with galvanized iron. This structure replaces the elevator burned Sept. 10.

Murphysboro, Ill.—The Southern Illinois Milling & Elvtr. Co. is installing a new Hall Signaling Grain Distributor in its plant.

Litchfield, Ill.—Harry A. Saatoff, 51, manager of the Litchfield Grain Elvtr. Co., died Feb. 24 at St. Francis hospital of a ruptured appendix. Mr. Saatoff had been a life-long resident of this place.

Peoria, Ill.—Robert E. Boettger, assistant grain buyer for the Allied Mills, Inc., Peoria, recently was elected to membership in the Peoria Board of Trade. Mr. Boettger has been connected with the Allied Mills, Inc. for the past ten years.—J. W. White, Sec'y Peoria Board of Trade.

Buffalo Hart, Ill.—The D. J. Ross' elevator near Buffalo Hart was destroyed by fire of undetermined cause Mar. 2. Valuation of the building has been placed at \$12,000, a total loss; it was partially insured. The valuation of the contents, a total loss, fully insured, has been placed at \$8,000.

Columbia, Ill.—John Gummershimer, who resigned as manager of the Columbia Farmers Co-op. Grain Co. because of ill health, has returned from Little Rock, Ark., where he underwent special treatments, and is a little better. He attended the annual meeting of the grain company recently, greeting old friends. Manager Downs was re-elected for another year.

Erie, Ill.—Frank Seger, who bot the old John McNeil elevator near the C. B. & Q. tracks in the fall and has since been remodeling and rebuilding the structure, shipped the first car load of shelled corn from it Feb. 16. The work on the building, for which Fred Slocumb has the contract, is nearing completion. The building now is fireproof and rat proof, with cement floors in all bins. The exterior of the structure is covered with galvanized iron. Mr. Seger is equipping his elevator with a Howell Duplex Safety Manlift.

Millstadt, Ill.—The Millstadt Milling Co. is completing its large new corn elevator which is being modernly equipped and will expedite the handling of corn at the big plant. The building is 40 by 36 ft. with bins 24 ft. high, making the entire height 45 ft. The elevator capacity is 10,000 bus. of ear corn. Seventy five per cent of the entire purchase of corn at the plant goes into the milling of corn meal, the rest going into feed. During last January 6,000 bus. of corn were ground up into corn meal. Hervey Blatz is the manager.

CHICAGO NOTES

Price of memberships in the Board of Trade at the last sale Jan. 27, 1938, were \$3,700.

Gerstenberg & Co., well known brokers in grain futures, have added a real estate securities department under the management of Robert W. Duff, formerly with Messick & Co.

The Chicago Board of Trade has requested the Sec'y of Agriculture, Henry A. Wallace, to establish one of four research laboratories authorized by section 202 of the Agricultural Adjustment Act of 1938, in Chicago.

Joshua M. Chilton, manager of the grain department and ass't treas. of Archer-Daniels-Midland Co., Minneapolis, Minn., and Frank Springer and Raymond A. Gleason, Chicago, were elected to membership on the Board of Trade.

Barney Farroll and Sam Raymond have just returned after a delightful month at Palm Beach, Fla. Sad to relate Mr. Farroll was induced to return to the rough old sea though reluctantly, the only mess of mackerel he really enjoyed.

Henry J. Patton, 75, former treas. of Bartlett, Frazier & Co., died Feb. 24, from complications resulting from a fall. He was a brother of the late James A. Patton, famed wheat trader, and was born at Sandwich, Ill., where interment took place.

At their meeting Feb. 15 the directors of the Board of Trade adopted the following regulation: A resident member actively engaged in the handling of cash grain on the Exchange floor may not enter into a joint account with a member, or a firm or corporation registered under Rule 226, until such arrangement is first approved by the Membership Com'tee.

Celebrating the 90th anniversary of the organization of the Board of Trade a banquet at which more than 1,000 guests are expected will be given the evening of Apr. 2 at the Stevens Hotel. The speaker of the evening will be Glenn Frank; and Geo. H. Davis, Kansas City, will speak for the Chamber of Commerce of the United States, of which he is president.

Directors of the Board of Trade have adopted a resolution which will eliminate the necessity for trading in old and new style July and Sept. contracts in grain. All outstanding contracts are to be regarded as conforming to the order of Sec. of Agriculture Wallace of Feb. 17, requiring cessation of trading in contracts during the last seven days of the current delivery month, during which period contracts for future delivery may be settled by delivery of the actual cash commodity after trading in such contracts has ceased.

INDIANA

Fowler, Ind.—The Fowler Feed & Implement Co. has been opened by Grogan & Christopher.

Montmorenci, Ind.—Miss Ada Abersoll has replaced W. R. Owens as manager of the Montmorenci Elvtr. Co.

Churubusco, Ind.—The McMillen Feed Mills and the Churubusco Hatchery entertained two hundred friends at a fish fry Feb. 22.

Logansport, Ind.—Earl Ingmire is the new manager of the south elevator of the Logansport Elvtr. Co., taking the place of C. Q. Palmer, who has retired.

Topeka, Ind.—A traveling solicitor has been collecting for subscriptions to the semi-monthly Grain & Feed Journals Consolidated without authority from or remitting to the publishers. Watch out for him.

Lyons, Ind.—Lyons Grain Co., incorporated, capital stock, 100 shares, no par value, to deal in grain, feeds, farm products and machinery; incorporators, Edward Burdsall, John H. Morgan and Mildred Morgan.

Rensselaer, Ind.—Charles Lyons, manager here for E. W. Bailey & Co., who has been confined to his home for three weeks because of an attack of indigestion and heart trouble, must remain at home for several weeks by his doctor's instructions. He is now able to sit up a portion of the day.

Bluffton, Ind.—The new mill constructed on the site of the old Bluffton Milling Co.'s mill, which was destroyed by fire Nov. 14, has been completed and is again in operation. E. M. Gross is the owner, he having bot the old mill following the fire from Jacob C. Meyers, the latter having purchased the burned plant from the original owner, Roy Stafford. Mr. Gross has erected a two story building on the site and has equipped it with new, modern machinery.

Decatur, Ind.—Jesse C. Hight, owner of the Hight Elvtr. Co. and a member of the grain firm of Hight & Cline, died Feb. 17, while being rushed to a hospital following a head-on collision of his auto and a freight truck near Washington, Ind. Mr. Hight was on his way to Decatur when his small coupe crashed into the transport on a bridge over the White river, three miles west of Washington. He was traveling for the Inland Warehouse Co., in which he is interested, at the time of the accident. Mr. Hight was formerly grain manager of the A. E. Staley Mfg. Co.

Indianapolis, Ind.—Because of the success of the four grain grading schools held last year, the arrangements of which this association assisted in making, similar schools will be provided this year if there is an indicated advance registration sufficient to justify completing present arrangements, tentative schedule for which is as follows: Thur. and Fri., Mar. 24, 25, Lafayette; Mon. and Tues., Mar. 28, 29, Ft. Wayne; Thur. and Fri., Mar. 31, Apr. 1, Muncie; Mon. and Tues., Apr. 4, 5, Indianapolis; Thur. and Fri., Apr. 7, 8, Vincennes (or Evansville). Prof. F. E. Robbins of Purdue University will have charge of the schools, assisted by federal grain supervisors and inspectors from Chicago and Indianapolis markets.—Indiana Grain Dealers Ass'n, Fred K. Sale, sec'y.

Bennetts Switch (Kokomo p. o.), Ind.—T. S. Hahn is now manager of the local Farm Bureau elevator, having transferred here from North Grove. F. Worl of Santa Fe succeeded him at North Grove.—Leif.

IOWA

Sigourney, Ia.—The Kemp Feed Co. has leased the White building and moved there.

Owasa, Ia.—The Farmers Elevator Co. is installing Atlas Rubber Covered Belting and new buckets.

Mechanicsville, Ia.—Nie Grain Co. has recently purchased a No. 1 Kelly Duplex Feed Mixer with motor drive.

Paullina, Ia.—Long Bros. Grain Co. is installing a new Atlas rubber covered bucket belt in its elevator.

Collins, Ia.—The Hale Elevator Co. is equipping its leg with a new Atlas 15 inch Rubber Covered Belt.

Gladbrook, Ia.—Pippert Grain & Coal Co. has recently purchased a No. 56½-D Kelly Duplex Corn Cutter and Grader.

Cloverdale (Sibley p. o.), Ia.—General repairs were made recently for the Stockdale Elvtr. Co. by the T. E. Ibberson Co.

Waterloo, Ia.—The Waterloo Feed Mill, operated by Ed. Holzhuetter, is now driven by a two-cylinder 75 h. p. diesel engine.

Marble Rock, Ia.—Owen Burns has been named manager of the Farmers Elvtr. Co. The annual meeting was held Feb. 12.

Winterset, Ia.—The Farmers Co-op. Ass'n is now using two Bender Worm Gear type electric overhead lifts in its two elevators.

Lincoln, Ia.—Two new Strong-Scott Dumps were installed recently for the Farmers Co-op. Elvtr. Co. by the T. E. Ibberson Co.

Morley, Ia.—Vigo Filter will operate the Morley Feed & Grain Co. elevator, recently purchased by Harold Nicoll of Mechanicsville.

Malcom, Ia.—The Farmers Elvtr. Co. is installing a Bender Worm Gear type electric overhead truck lift in the driveway of its elevator.

Seranton, Ia.—The Farmers Elvtr. Co. has installed a Bender Worm Gear electric truck lift to simplify the handling of trucks in its driveway.

Webster City, Ia.—The Hawkeye Flour & Feed Co., owned by Webster Johnson and O. L. Clave, will be moved from Second st. to Seneca st.

Lenox, Ia.—L. F. Davis recently purchased a Bender worm gear type electric overhead lift for use in handling trucks at the Davis Elvtr. Co.'s plant.

Cylinder, Ia.—The Royal Lumber Co. is installing a Fairbanks-Morse 10-ton type register beam scale, also addition on the office. George Todd has the contract.

Rhodes, Ia.—The Farmers Lumber Co., owned and operated by Gale Snedecor, had extensive general repairs made recently to its elevator, by the T. E. Ibberson Co.

Sioux City, Ia.—Yeggmen broke into the Consumers Feed Co.'s office Feb. 27, taking \$4 worth of stamps, L. M. Anderson, manager of the company, reported to police.—A. T.

Ritter (Sheldon p. o.), Ia.—Kenyon Kimmel of Hartley has accepted the position of second man at the Farmers Elvtr. Co., succeeding Roland Engelhardt, who recently resigned.

Zearing, Ia.—William Bartine, manager of the Zearing Grain Co. since the first of December, will move to Liscomb. Bud Froning will take over the management of the Zearing company.

Royal, Ia.—Harry C. Hale of the Hale Grain Co. recently returned to his home from Sioux City where he underwent an operation upon his neck where a bone pressure on a nerve caused trouble at the base of the neck. At present he is wearing quite fancy collar support but is staging a good comeback.—A. T.

Woden, Ia.—The Farmers Inc. Society has let the contract for its new feed plant to the T. E. Ibberson Co. The old elevator building will be torn down and the new structure erected on the site.

Jefferson, Ia.—Mrs. J. L. Johnson of the Nu Lac Yeaston Co. recently bot out her partner, M. J. Maystadt and is now sole owner of the plant. R. N. Hillyer continues as general sales manager.

Humboldt, Ia.—J. F. Miller, elevator operator and member of the board of education, has announced his candidacy for Republican nomination for state representative for Humboldt county.—L. G.

Hawarden, Ia.—Funeral services were held recently for A. G. Ensign, 77, pioneer resident who operated a mill at the old town of Calliope, before it was absorbed by the present town of Hawarden.—L. A. G.

Malcom, Ia.—The Farmers Elvtr. Co. has installed a Bender Truck Hoist, a Clipper Cleaning Mill and a seed oat treating machine recommended by the U. S. Department of Agriculture for treating seed. George Todd Const. Co. had the contract.

Luverne, Ia.—A. L. Look, of Luverne, was elected vice-pres. of the Iowa* Corn & Small Grain Growers Ass'n at a recent meeting, for district two, which includes Kossuth, Winnebago, Cerro Gordo, Worth, Hancock, Floyd and Mitchell counties.

Slater, Ia.—The Munn Lumber Co. has done considerable work on its elevator, including the installation of head drive, V. belt drive to the cleaner, V. belt drive to the air compressor; all motors are new G. E. motors. George Todd Construction Co. did the work.

Newell, Ia.—H. L. Danielson of Gowrie, Ia., has purchased the Hocum Elevator here and took over management March 1. F. O. Hocum will remain with him several months to help him get acquainted with the trade. The elevator will continue to operate as the Hocum Elvtr. Co.—Art Torkelson.

Des Moines, Ia.—Following are new members enrolled by Western Grain & Feed Dealers Ass'n. O. P. Stow, Dolliver; Standard Seed Co., Spencer; Moeller & Walter, Reinbeck; Farmers Co-op. Elvtr. Co., Jack Gebers, mgr., Lincoln; A. J. Froning & Son, Parkersburg; R. J. Pulley, Zeoring.—Ron Kennedy, sec'y.

Rockwell City, Ia.—Ed Sellstrom of the Farmers Feed Mill without a doubt believes the way to win a man's good will is to feed him. Recently he celebrated "pancake" day at the mill when visitors there ate 1,100 large pancakes plus 12 lbs. of butter and 5 gals. of syrup, not to mention the gallons of coffee made from 3 lbs. of the beverage they drank.

Liscomb, Ia.—Errol Johnson of Union, Ia., and Willard Bartine of Clemons, Ia., took over the E. F. Froning elevator interests at Union and Liscomb recently. Mr. Johnson, who has managed the Union elevator since 1927, will continue there and Mr. Bartine will manage the Liscomb plant. The new firm will be known as Johnson & Bartine.—Art Torkelson with Lamson Bros. & Co.

Pierson, Ia.—A Municipal court jury Feb. 28 fixed \$100 as the amount of judgment allowed the Merchants Investment Co. in its suit against the Farmers Co-op. Elvtr. Co., whom it accused of converting grain on which the plaintiff held a mortgage. The investment company sued for \$262.56, full amount of a mortgage given by Martha and Roy Durham on 600 bus. of corn to the Robar Motor company, which latter company then sold the paper to the investment firm. The Durhams later sold the corn to the elevator on last Oct. 15.

Des Moines, Ia.—Iowa grain dealers have been warned by A. A. Akers, head of the state bureau of investigation, to beware of a new, ingenious racket being practiced by some truckers. The trick of the dishonest truckers is worked by moving the body of the truck as near as possible to the cab when loading, weighing only the back set of wheels. When truckers sell the grain they move the body as far as possible from the cab, causing the weight to fall on the back wheels and, again, weighing only those wheels. Akers' office has a report from Sioux county where in one transaction truckers, thru this method, obtained 31 bus. of grain in excess of what they paid for. Sheriff W. R. Tice of Woodbury County has seized two trucks which had been "fixed" for illegal purposes.

J. H. Teasdale Commission Co.

Established 1848

Four Generations have shipped their grain to Teasdale. Almost a century of efficient grain service.
Consignments Solicited
Merchants Exchange St. Louis, Mo.

Storm Lake, Ia.—A. S. Dorse recently celebrated his 80th birthday, anniversary, and recalled the trip to Iowa from his native Downers Grove, Ill., by covered wagon and ox team. He was in the grain business for many years at both Marathon and Rembrandt, Ia.—L. G.

KANSAS

Wichita, Kan.—Kansas Milling Co. reported damages sustained in a recent windstorm.

Galva, Kan.—The A. L. Flook Grain Co. property was damaged by a recent windstorm.

Alida, Kan.—Dale Jackson, of Wakefield, has been hired as machinist of the Alida Co-op. Elevator.

Harper, Kan.—The Imperial Flour Mills Co. sustained damage to its electrical equipment by fire on Feb. 23.

Meade, Kan.—Clarence Saathoff, of St. Francis, Kan., has been elected manager of the Co-op. Elevator & Supply Co. here, to succeed H. E. Hartshorn, who resigned.

Grainfield, Kan.—Unauthorized subscription solicitors have been collecting for Grain & Feed Journals Consolidated without reporting or remitting to us. Look out for these swindlers.

Ellinwood, Kan.—Fire at the Bosse elevator was extinguished Feb. 8 before it had an opportunity to do much damage. Dust, which had accumulated about a pulley in the top of the elevator, ignited. Timely discovery prevented a larger loss.

Blackstone (Caldwell p. o.), Kan.—O. C. Edsall recently sold his interests in the Blackstone elevator to Sam P. Wallingford Grain Corp., of Wichita. Alvin Cook, who has been assisting Mr. Edsall at the elevator, has taken over the management of the Blackstone plant.

Hutchinson, Kan.—The Kansas Grain, Feed & Seed Dealers' Ass'n will hold its 1938 convention May 16 and 17 at Hutchinson. Recommendations from members as to the type of program that will be of greatest interest to the dealers are solicited.—J. F. Moyer, sec'y-treas.

Downs, Kan.—R. H. Mathieu, who claims to reside at Oklahoma City, Okla., R. F. D. 2, is charged with collecting subscriptions to the Grain & Feed Journals Consolidated. He has no authority to represent the Grain & Feed Journals in any capacity and has never sent us any subscription orders.—Charles S. Clark, mgr.

Kiowa, Kan.—The O. K. Co-op. Grain Co. has purchased the Red Star Milling Co.'s local elevator. Extensive repairs are being planned at the Red Star building according to a statement made by Mrs. Horace Luty, manager of the O. K. Co-op. Grain Co. and plans for opening of the elevator are being made. The Red Star elevator is located along the Missouri Pacific railroad tracks, while the O. K. company's offices are along the Santa Fe trackage. Everett Bredfeldt, who has been manager of the Red Star elevator, has not announced his future plans.

Neodesha, Kan.—The W. J. Small Hay & Grain Co. is doubling the output and the storage capacity of its dehydrated alfalfa meal plant. Beginning May 1 the company's annual production will be at the rate of 25,000 tons in its various plants at Neodesha, Shawnee, Okla., Lawrence, Kan., and at Fairfax in the industrial district of Kansas City. On account of its consistent natural green color and high content of protein and carotene the large manufacturers of poultry and dairy feeds are using large quantities of the company's Keystone brand of alfalfa meal.

KENTUCKY

Tompkinsville, Ky.—J. D. Bowman will shortly install a new flour mill at the Farmers Milling Co.

Taylorsville, Ky.—Crescent Roller Mills recently purchased a large corn sheller and cleaner from the Sidney Grain Machinery Co.

Louisville, Ky.—We have recently improved our elevator, putting in two concrete unloading sinks for rail grain and one for trucks and have concreted all elevator boots. About 6 months have been spent in designing and building a new type of corn cleaner for distillery corn, different from anything on the market. It cuts down the losses on cleaning corn to quite a valuable extent, and that is quite a big item with the immense amount of distillery corn shipped in this market.—Callahan & Sons, T. H. Minary, vice-pres.

MARYLAND

Bel Air, Md.—Prospect Mill, feed and grain plant, owned by Mrs. Robert Heighe, burned Feb. 18. The mill was a frame structure and the flames gained rapid headway. It contained a small quantity of wheat and corn, which, along with the mill and a small garage, was destroyed. The loss is estimated at \$8,000.

MICHIGAN

Linden, Mich.—Stewart Elevator Co. recently sustained property damage by a windstorm.

Bloomington, Mich.—LaVere Bair has purchased a new No. 1 Kelly Duplex Feed Mixer belt drive.

East LeRoy, Mich.—The elevator owned by Daniel S. and Ruby J. Case was damaged during a windstorm Feb. 19.

Edmore, Mich.—Edmore Grain & Lumber Co. recently installed a Nickle Two-Roll Crusher-Feeder ahead of its hammer mill.

Constantine, Mich.—Constantine Co-op., Inc., has put in some new attrition mill blower equipment furnished by Duplex Mill & Mfg. Co.

Breckenridge, Mich.—The Breckenridge Bean & Grain Co. is installing a 12 inch Atlas Rubber Covered Elevator Belt and Salem Buckets.

Hamilton, Mich.—The Hamilton Farm Buro has installed a Nickle Two-Roll Crusher-Feeder for mixed ear corn and small grain ahead of its hammer mill.

Waldron, Mich.—John Avis, who has conducted the Avis Milling Co. for the past 44 years, has sold the mill and warehouse to C. C. Rasor of Litchfield, O. Mr. Rasor's sons, Rex and Robert, will assist in the business. Mr. Avis has retained one portable mill, which he will operate in the surrounding territory. The Rasor families have taken up their residence here.

Petersburg, Mich.—Carl A. Breitner, 37, manager of the Co-op. Grain Elevator Co., was found dead recently by his wife when she entered the garage adjoining their home. The motor of his auto was running, the hood raised, indicating Mr. Breitner was engaged in working on the car when overcome by fumes of carbon monoxide gas. The doors of the garage were closed.

Muskegon, Mich.—Gerrit Schutter, who has been connected with the Peoples Milling Co. for the past 20 years, was elected pres. and general manager, succeeding the late Marcus A. Frost, founder of the company, who died unexpectedly while vacationing in Florida. The Muskegon plant is the only one now owned by the company, since the Conklin mill burned a few years ago.

MINNESOTA

Cokato, Minn.—J. H. Wessman is installing a Howell Cyclone Vertical Batch Feed Mixer in his feed plant.

Imogene (Granada p. o.), Minn.—The Imogene Grain Co. reported damages sustained at its plant by windstorm Jan. 24.

Revere, Minn.—A new oat huller, feed mixer and grain cleaner are being installed at the Minnesota Hatchery in Revere.

Litchfield, Minn.—W. E. Vale is installing Calumet High Speed Cups to increase the elevating capacity of his receiving leg.

Porter, Minn.—The Eagle Roller Mill Co. recently installed a new 20-ton, 26 ft. Howe Scale with Strong-Scott Dump. Installation was made by T. E. Ibberson Co.

Waverly, Minn.—S. A. Berkner & Son recently installed a Nickle Two-Roll Crusher-Feeder for mixed ear corn and small grain at the head of its hammer mill.

Humboldt, Minn.—The Farmers Mutual Elevator Co.'s elevator has been painted and re-sided recently by the T. E. Ibberson Co. Other general repairs also were made.

Stewartville, Minn.—The Farmers Elevator Co. recently installed a new Strong-Scott head drive and contracted with the T. E. Ibberson Co. for other general repairs.

Minneapolis, Minn.—The Gopher Grain Co. and the American Agri. Chemical Co., both of St. Paul, have been admitted to membership as a regular and associate member respectively, of the Northwest Retail Feed Ass'n.

Minneapolis, Minn.—Russell Miller Milling Co. is having built a storage addition to its grain elevators at an expenditure of \$125,000. The new structure will be of reinforced concrete construction, with 62 bins and a storage capacity of 235,000 bus.

Jackson, Minn.—Excavating has been started for a large concrete bin to be installed at the Seger Seed Co. mills on First street. This bin will be used for storing cob corn brought to the mills for grinding. The Seger company will soon install a 75-h.p. hammer mill to be used for grinding corn.

St. Paul, Minn.—The Farmers National Grain Corp. has moved from the Flour Exchange building to the former Brooks Bros. building. The grain corporation has established a laboratory for grain testing at its new location. The concern has terminal elevators in St. Paul and Minneapolis and other grain elevators in the northwest.

Minneapolis, Minn.—Effective Monday, Feb. 28, two additional Minneapolis grain market reports were added to radio station WCCO. A report of current quotations at 10:30 a. m., daily except Saturday, supplements the former evening hour schedule from that station. On Saturday there is now an additional report at 11:45 a. m. No change was made in closing reports, which are given at 2:15 p. m., Monday thru Friday, and at 12:35 on Saturdays.

MISSOURI

Columbia, Mo.—Barkwell Feed & Coal Co. has installed a new Combined Sheller and Cleaner.

Jefferson City, Mo.—Cole County Farmers Co-op. Co. recently installed a new Kelly Duplex Model L Hammer Mill.

Fayette, Mo.—Will Talbot has been employed as assistant manager of the Fayette Mill & Elevator Co. plant. Vodra Philips is manager.

St. Louis, Mo.—Roy P. Atwood, 58, pres. of the R. P. Atwood Hay & Grain Co., died Feb. 17. He had been in poor health for several years.

Polo, Mo.—The Polo Elevator Co. has purchased the four and six-tenths lots and improvements thereon in north Polo, known as the former Charles Rigdon place, from the Taylor sisters of Kingston, and will use the property as a feed lot. Some improvements are contemplated.

St. Louis, Mo.—M. J. Connor, of M. J. Connor & Sons, celebrated his 87th birthday Feb. 14 by trading on the Merchants Exchange floor as he has done for the past 64 years. He is the oldest trader of the exchange. Honoring the occasion, he was presented with \$87 by other members.

Carrollton, Mo.—The P. D. Blake Grain Co. elevators at Carrollton, Wakanda, Waverly and Grand Pass have been closed under voluntary liquidation. In a statement issued by Charles Blake it was announced the company plans to refinance and re-open as soon as possible, possibly one or two weeks following the closing. The Blake Grain company is owned by P. D. Blake of Waverly and son Charles, of Carrollton. They erected an elevator on the Santa Fe here about four years ago, and purchased the elevator at Wakanda within the last year.

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MOISTURE TESTERS
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CHICAGO, ILL.

Kansas City, Mo.—Liquidation of wheat stocks of the Farmers National Grain Corp., which will be dissolved, is continuing at an orderly rate. Wheat holdings now amount to about 900,000 bus. and it is expected that final liquidation will have been accomplished by June 1 as originally scheduled.

Kansas City, Mo.—The Kansas City Board of Trade, represented by Frank M. Stoll, director of public relations, is offering a \$100 scholarship that will be available to a member of the graduating class of a Kansas high school this year, with a view to foster and encourage education for journalism, special emphasis being placed on farm and home. The award will be made to the Kansas community newspaper giving the best service to a rural community. This paper will then nominate a student to receive the scholarship for study in journalism and agriculture, or journalism and home economics, at Kansas State College. The award will be made next summer and the scholarship will be available in the school year starting next September.

Seneca, Mo.—Z. Lawson Milling Co. plant was destroyed by fire which broke out shortly after midnight of the morning of Feb. 22, and caused a loss estimated by Zaron Lawson, owner, at \$25,000. Mr. Lawson stated that the loss was only about 25 per cent covered by insurance and that he will be unable to rebuild the property. Approximately 5,000 bus. of wheat and corn and between 4,000 and 5,000 lbs. of flour burned. The plant was a large frame and corrugated iron building, consisting of a 100 bbl. custom mill and an elevator and had been in operation continuously since it was built in 1932. It operated the day of the fire, but no one was left at the plant during the night. The fire was discovered by a passer-by. The blaze is believed to have originated in the machinery.

MONTANA

Fairfield, Mont.—Joseph Schmitz, manager of the Rocky Mountain elevator, has been quite ill with an attack of quinsy.

NEBRASKA

Superior, Neb.—Bossemeyer Bros. elevator was damaged by a windstorm Jan. 24.

Scottsbluff, Neb.—The Platte Valley Feed Milling Co. is installing a 5 h. p. Master Gear Head Motor, furnished by R. R. Howell & Co.

Ainsworth, Neb.—W. S. Rogers, of the Rogers Lumber Co., has sold his share of the business and will devote much of his time in the future to assisting his son, Willard, in the grain and stock business.

Milligan, Neb.—Jerry Zak assumed his new duties as manager of the Milligan Farmers Union grain elevator March 1. He was formerly manager of the Farmers Union Oil Co. at Brainard. He and his family have moved to Milligan.

Kenesaw, Neb.—Kenesaw Mill & Elevator Co. was taken over Feb. 9 by the county treas. for delinquent taxes. Notices of a distress warrant issued to the county treas. against the company, building, fixtures and equipment were posted. The back taxes are slightly in excess of \$1,000. This action followed the admitted attempts to burn the elevator Feb. 4 and 5 by John Sahling, his son, Lamonte, and Lester and Lawrence Augustin. Henry Augustin was manager of the establishment, the majority of stockholders living in and around Kenesaw.

Scottsbluff, Neb.—T. C. Halley brot suit recently against Mike Gibeal, Ogallala trucker, asking for \$153.75, which Halley alleged is due him because Gibeal failed to deliver quantities of corn as specified in the weight certificates he presented. Five different counts are cited, dating from Jan. 31 to Feb. 11. The complaint alleges Gibeal failed to deliver 13,370 lbs. of corn out of the 61,685 lbs. he was supposed to have sold Halley. The shortage was discovered, it is stated, when an employe of Halley noticed Gibeal unloading a part of an order of corn after he had weighed for delivery.

Morrill, Neb.—W. R. Preston is installing a new Atlas rubber covered bucket belt in his elevator.

Cozad, Neb.—A. A. Benham, 67, for many years manager of the T. B. Hord Grain Co. here, and a former resident of Columbus and Humphrey, died Feb. 18 at a Lexington hospital following a short illness. Death was due to uremic poisoning.

Blair, Neb.—The Holmquist Grain & Lumber Co. of Oakland, which operates 20 elevators in the state, has purchased the Farmers Elevator Co. house here from Chris Zander. The merger was made to provide greater storage space for grain for the firm in this vicinity. The company already owns and operates a local elevator of which Ben Reeh is manager. Business will be carried on from the Farmers elevator location after March 15, it has been announced. The purchase of the Farmers elevator has supplemented a plan originally considered by the Holmquist interest of constructing a large concrete elevator here to replace their present facilities. The two elevators give the company nearly 70,000 bu. capacity here. The Holmquist elevator will be used for storage only. In addition to the handling of grain and coal a complete line of feeds and salt will be added to the stock in the new location.

OMAHA LETTER

R. L. Savage has opened the Tommy Tucker Cereal Co. at Council Bluffs, Ia. Mr. Savage will head the new company and will manufacture the new cereal in a plant fitted up on South Main street.

Stephen Alpheus MacWhorter, 83, a pioneer grain merchant in Omaha and a founder of the Omaha grain exchange, passed away Feb. 20 in Brooklyn, N. Y., where he had lived for the past twenty years. Mr. MacWhorter was a former member of the Chicago Board of Trade. Interment was in Omaha.

The Cereal Byproducts Co. has moved its Sioux City, Ia., branch to Omaha in order to render a broader service to the mills on mill-feeds and to widen its services to other classes of feed trade. W. Stanley Donovan, who was in charge of the Sioux City office, will continue as manager of the local office, the latter operated under supervision of the Kansas City division.

J. H. Weaver, pres. of the Omaha Grain Exchange, announced that Frank Shopen, 32, and Walter Myers, 30, would be co-managers of radio station WAAW. F. P. Manchester, sec'y of the grain exchange, had managed the station's affairs for the past few years. Meyers, chief engineer of WAAW has been with the company for the past 13 years while Shopen has seen 3½ years service but has had 10 years radio experience.

Damage done by fire late the afternoon of Feb. 18 at the Bartlett, Frazier Co. grain elevator in Council Bluffs, Ia., was estimated at \$1,500 by Charles Walker, manager. The fire was confined to a drier bin. A fan motor and heat duct was damaged, but no grain was included in the loss. Firemen, wearing gas masks, entered the elevator and fought for two hours to quench the blaze. At no time did the fire threaten to spread to the rest of the huge elevator, of 2,000,000 bu. capacity. The only danger was from possible dust explosion and in this regard W. J. Phelan of Chicago, superintendent of Bartlett-Frazier, praised the good judgment and care the firemen used in handling the blaze.

NEW JERSEY

Hamburg, N. J.—The local flour mill has been bot by the Century Milling Co., who has chosen the name "Ginger Bread Castle" as the trademark of its products which include wheat, whole wheat, rye and soybean meal and corn meal. It is expected the Ginger Bread Castle flours and corn meal will be on the market early in March. The re-opened mill has been in operation here for about 150 years.

NEW MEXICO

Elida, N. M.—The B. C. Ashbacher Mill recently installed a new hammer mill with a capacity of 4 tons an hour and a molasses machine for feeding syrup to the ground feed has been added also. The mill can now turn out ground kafir, hegira and other bundles or grain with cottonseed meal and molasses added in any percentage.

NEW YORK

Leroy, N. Y.—The Leroy Alfalfa Meal Corp., a newly formed organization of Leroy, N. Y., will occupy quarters in a structure to be built on Church st. O. W. Randolph, of Toledo, is pres. of the company. Papers of incorporation are to be filed in Albany.

NORTH DAKOTA

Cando, N. D.—A new grain treater is being installed in the Farmers Co-op Elevator. H. L. Conaway is manager of the elevator.

Wimbleton, N. D.—The Farmers Union Co-op Co. recently installed a 22x9 ft. 20-ton Howe scale at its local plant. T. E. Ibberson Co. did the work.

Grandin, N. D.—Burglars blew open the safe of the Farmers Grain Co. early on the morning of Feb. 13 and escaped with \$75 in silver and currency.

Fargo, N. D.—Farmers Grain Dealers Ass'n of North Dakota has moved into its new headquarters at 4½ Broadway, Fargo, from Jamestown.—C. H. Conaway, sec'y.

Karnak, N. D.—The Karnak Farmers Elevator Co. recently let a contract to the T. E. Ibberson Co. for the installation of a new 26x9 ft., 26-ton Fairbanks Open Type Truck Dump Scale, along with other minor repairs.

Flaxton, N. D.—Fred F. Carter, 62, well known grain man and a partner with J. E. McCarthy in the operation of the Flaxton Grain Co., died Feb. 14 from heart and kidney complications. He had been ill for some time.

Minto, N. D.—The Grain Growers Co-op. Elevator Co. recently contracted with the T. E. Ibberson Co. for the motorizing of its entire plant. The new motors were all Fairbanks-Morse totally enclosed, fan cooled, ball bearing. General repairs thruout the entire plant also were made.

Grand Forks, N. D.—Lloyd Hughes, manager of the Monarch Elevator Co. in Grafton, has been appointed manager of the company's Grand Forks district with direct supervision over 27 elevators operated by the concern in this territory, extending from Thompson to the Canadian line and as far west as Cando. Mr. Hughes succeeds Ben Arnegard of Grand Forks, who has been transferred to Minneapolis as general superintendent and assistant to F. P. Heffelfinger, pres. and manager of the company. The changes were made about March 1.

OHIO

Piqua, O.—Holland Mills, Inc's., elevator was damaged by fire Feb. 12.

Reading, O.—Reading Feed Mill has installed a large Sidney Corn Cracker.

Lithopolis, O.—H. V. Faler has just completed his new feed mill and storage warehouse.

Willoughby, O.—Beebower Bros. are now using the Sidney Mixer they recently purchased.

Columbiana, O.—Columbiana Milling & Supply Co. has installed a 1½ Ton Sidney Kwik-Mix mixer.

Albany, O.—Alvin D. Cline recently purchased a No. 2 Kelly Duplex Feed Mixer with motor drive.

Bellevue, O.—The Buckingham Grain & Seed Co. reported damages sustained recently by windstorm.

Sycamore, O.—Sycamore Milling & Supply Co. recently installed a No. 3 Kelly Duplex Vertical Feed Mixer.

Englewood, O.—Englewood Elevator has installed the ton Sidney Kwik-Mix Mixer with motor and V belt drive which was recently purchased.

Cedarville, O.—Roy Jacobs has retired from the Cedarville Grain Co., his interest being taken over by his partner, Charles P. Elgin. Mr. Jacobs will devote his time to his other business interests.

STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. SCHNEIDER, IND. NEW YORK, N. Y.

MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS

Consignments and Future Orders Solicited

Fort Jennings, O.—The Fort Jennings Equity Co.'s plant was damaged by windstorm recently.

Bellefontaine, O.—Logan County Farm Bureau recently purchased a Corn Cracker & Grader, and dust collector from the Sidney Grain Machinery Co.

Blanchester, O.—Henry Feldman, Inc., recently installed at the head of its hammer mill a Nickle Two-Roll Crusher-Feeder for mixed ear corn and small grain.

Kingsville, O.—Farm Service Stores, Inc., has installed at the head of its hammer mill a Nickle Two-Roll Crusher-Feeder for mixed ear corn and small grain.

Sycamore, O.—The elevators at Sycamore and Plankton (Sycamore p. o.) owned by Sneath-Cunningham Co. of Tiffin, have been sold to Davis & Son of Leipsic.

Toledo, O.—Carl E. Bryant is manager of a newly organized feed brokerage firm, the Maumee Valley Trading Co., to deal in mixed feed ingredients and feed grains.

Monroeville, O.—We have just installed a Sidney, one-ton Kwik Mix Feed Mixer. A popular line of concentrates will be handled.—The Monroeville Co-op. Grain Co.

Bellefontaine, O.—Guy P. Skinner, Walter Reynolds and Joseph Gillispie recently bot the J. E. Armstrong feed mill. They will continue to conduct a general feed business with Mr. Reynolds as manager.

Chillicothe, O.—Ross County Farm Bureau has made extensive improvements with a 40 h.p. Ajax Hammer Mill with collector and separator, ton Kwik-Mix Mixer, and hammermill feeder, all furnished by the Sidney Grain Machinery Co.

Massillon, O.—M. L. Underwood, of the Buckeye Cereal Co., was one of the five members of the board of governors of the Canton Traffic club who were honored at a dinner dance given by the club at the Belden hotel, Canton, Feb. 22.

Hamilton, O.—The Carr Milling Co., which recently made an assignment to Brandon Millikin, attorney, has assets valued at \$51,697.62, it has been disclosed in an inventory filed in probate court. Mr. Millikin has announced his intention of disposing of the company assets.

Wharton, O.—Fire, believed to have originated from an overheated stove in the office of the J. C. Hochstetter & Son elevator the evening of Feb. 21, partially destroyed the plant. The flames spread rapidly from the office to the upper structure, causing a loss estimated at \$1,500. The elevator company's headquarters are at Findlay. It is managed by Claud Hochstetter.

OKLAHOMA

Oklahoma City, Okla.—E. M. Scannell, 62, former president of the Scannell Grain Co., died recently at his home in El Paso, Texas.—L. H.

Marshall, Okla.—R. E. Hughes, of Perry, has been employed as manager of the Farmers Elevator Co. and with his wife and children he has moved here.

Choteau, Okla.—The Choteau Elevator is increasing its elevating capacity with the installation of Atlas Rubber Covered Belting and Calumet High Speed Cups.

Oklahoma City, Okla.—Josiah Bittner, 78 years old, who came to Oklahoma in 1898 from Michigan, and opened a flour mill in Cushing, Okla., died at his home here.—L. H.

Hennessey, Okla.—William J. Baines, 71, founder of the Star Mill & Elevator Co., died at his home in Hennessey, Feb. 20, following a cerebral hemorrhage and a short illness.—L. H.

Butler, Okla.—Paul Zobisch died Feb. 21 of pneumonia. He was owner and operator of the Zobisch Grain Co. at Butler, and was well known thruout the western part of Oklahoma in the grain and livestock business.

Cushing, Okla.—The McCracken Feed store has been completely remodeled and redecorated. A partition has been erected between the front and the rear of a modern type of step-back open display shelves arranged.—L. H.

Tulsa, Okla.—A change of ownership of the Tulsa Feed Co. to R. A. Hayden has been completed. Mr. Hayden has been with the company, which was established here in 1906, since 1921. The large retail store is being remodeled. With the feed products, a seed business is also conducted.

PACIFIC NORTHWEST

LaGrande, Ore.—The LaGrande Milling Co.'s property was damaged in a recent windstorm.

Portland, Ore.—George E. Krummeck, with the Continental Grain Co., has finally surrendered. In fact, he is now married and glad of it.

St. John, Wash.—Mr. and Mrs. Francis J. Greif are the parents of a girl baby who arrived in their home recently. Mr. Greif is local manager of the St. John Grain Growers, Inc.

Oak Harbor, Wash.—Lindbloom Co. has its new Fairbanks-Morse Hammer Mill in operation and is prepared to do custom grinding. It is a 30 h.p. unit equipped with an electro-magnetic separator.

Issaquah, Wash.—The Issaquah Feed Co. has converted its loading shed on the east side of the building into a garage. The company's office space in the warehouse building was also remodeled and enlarged.

Pendleton, Ore.—In accordance with the trend thruout the Pacific regions, local grain dealers have adopted the new schedule of closing Saturdays at 1 p. m. This does not apply to grain warehouses, however.

Cottonwood, Ida.—While we do not manufacture any feeds at present, we expect to later on. We now buy prepared poultry and stock foods, but we handle no sidelines, giving our attention wholly to grain and feed.—Cottonwood Elevator Co., by A. B. Ruhoff.

Wayland (Athena p. o.), Ore.—A. H. McIntyre is replacing elevator equipment at the A. H. McIntyre Grain Elevator Co. plant with modern electrically operated machinery, supplanting power supplied by a gas engine in operation since the elevator was constructed.

Spokane, Wash.—Under the auspices of the Pacific Northwest Grain Dealers Ass'n meetings were held on Feb. 23 in Portland, Ore., and on Feb. 24 at Lewiston. The guest speaker on each occasion was Ray Bowden. About 200 guests were in attendance at the Lewiston meeting.—Ted Brasch, sec'y.

Edmonds, Wash.—An additional room 14x14 ft. has been added to the Alderwood Grain Co.'s store. It is finished in V-siding cedar, shellacked, and is connected to the main office by a large archway. The additional shelf and display room is made necessary by the enlargement of the firm's stock of poultry supplies and seeds, said Manager W. C. Geltz.

Oakesdale, Wash.—The Mark P. Miller Milling Co. plans to construct a 150,000-bu. grain elevator here, on land leased from the Northern Pacific, at an estimated cost of \$20,000. Construction will start early this month and the elevator will be ready to receive grain in the fall according to Harry Bush, manager for the company at Moscow, Ida.

Ferndale, Wash.—Pynor Feed Co. has installed a new feed mill. Other improvements are in progress at the plant. As a result bulk wheat and corn now can be unloaded directly from the car into the elevators. Eventually storage space will be provided for 100 tons of bulk grains. Manager Allan Pynor said. The big mixer has a 2,400 lb. capacity. It is hoped to have all improvements completed and ready for use this summer.

Oakesdale, Wash.—Proposed construction of an elevator here by the Oakesdale Co-op. Grain Growers Ass'n was voted down Feb. 19 by a margin of five ballots. The Oakesdale Farmer announced it would build the elevator if farmer members will subscribe 40 per cent of the cost.

Pleasant View (Eureka p. o.), Wash.—The Walla Walla Grain Growers of Walla Walla, Wash., has let the contract to Arthur Wiley of Milton, for the construction of a receiving and shipping plant at Pleasant View. The new unit will be of cribbed construction having storage capacity of 150,000 bus. All equipment is being furnished by R. R. Howell & Co., and will include Atlas Rubber Covered Elevator Belts, Salem Buckets, Howell Distributors and Bin spouting, Howell Belt Conveyors, Howell Duplex safety man lift, a Fairbanks 15-ton motor truck dump scale and a Richardson automatic shipping scale. Power will be supplied by a gasoline heavy duty engine operating thru a rope drive. All bearings will be of the Howell-Timken anti-friction type. The house will be finished and ready for operation about March 1.

Craigmont, Ida.—The Union Warehouse & Mercantile Co. has begun work on the construction of a new receiving and shipping elevator at Craigmont. The unit will be cribbed type, with 120,000 bu. bin capacity. All grain handling equipment is being supplied by R. R. Howell & Co. and will include Winters Full Floating Boots, Atlas Rubber Covered Elevator Belts, Calumet High Speed Buckets, Winters Direct Connected Geared Head Drives with 15-h.p. Fairbanks-Morse motors, special Gerber Distributors, Howell Bin and Transfer Spouting, Winters Pneumatic Truck Lift, Howell Duplex Safety Man lift, Howe 20-ton Motor Truck Dump Scale and Richardson Automatic Shipping Scale. When completed about March 15, the new house will be one of the fastest grain handling plants in the Inland Empire. Construction is being carried on under the supervision of W. J. Morrell.

PENNSYLVANIA

Hydetown, Pa.—Wills Mead is now sole owner of the recently reorganized Hydetown Milling Co.

Philadelphia, Pa.—Executive offices of the Amburgo Corp., vitamin products distributors, have been moved here from Jamestown, N. Y.

Sharpsville, Pa.—Fred Diefenderfer & Son recently installed a Nickle Two-Roll Crusher-Feeder for mixed small grain and ear corn at the head of the hammer mill.

Albion, Pa.—J. W. Johnson & Son have added a new Nickle Two-Roll Crusher-Feeder for mixed small grain and ear corn to their plant equipment, installed at the head of the hammer mill.

Martinsburg, Pa.—The new Forshey Feed & Grain Mill, just completed, was formally opened for business Feb. 18. Albert Forshey, owner, arranged an interesting program for the occasion, and also served lunch to those guests who desired it. The plant replaces the mill that was destroyed by fire last Oct. 16.

"RANDOLPH"

OIL-ELECTRIC GRAIN DRIER

The Drier Without a Boiler

ASK THE MAN WHO HAS ONE

THAT'S ALL

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State College, Pa.—Millers, grain buyers, and feed dealers will gather at the State College Apr. 13 and 14 for a grain grading short course. The Pennsylvania Millers and Feed Dealers Ass'n and the Commercial Exchange of Philadelphia are co-operating with the agronomy department of the Pennsylvania State College in sponsoring the meeting. Instruction will be given in the use of grading equipment. Interspersed with the actual grading practices will be short talks on the various phases of the grain and feed business and the outlook for the grain trade in 1938. Willis B. Combs, grain grading expert, U. S. Department of Agriculture; W. E. Smith, federal grain supervisor, Philadelphia; George A. Stuart, Pennsylvania Millers and Feed Dealers Ass'n; Professor C. Otis Cromer, agronomy department of the College; and John H. Frazier, manager of the Commercial Exchange of Philadelphia, will be in charge of the instruction. Stuart, who is secretary of the Pennsylvania Millers and Feed Dealers Association, and Professor Cromer, Agronomy Department, Pennsylvania State College, State College, Pa., are taking care of the advance registration, the closing date for which is April 1. There are no fees in connection with the short course.

SOUTH DAKOTA

Junius, S. D.—A new roof was recently put on the National Atlas Elvtr. Co.'s local plant by T. E. Ibberson Co.

Bradley, S. D.—John Adolph Tollefson, well known grain dealer and a resident of Clark County for 34 years, died recently at his home here.

Sioux Falls, S. D.—Burke & Co., Feb. 23, filed its bankruptcy schedule in federal court listing liabilities at \$188,043.17 and assets at \$92,571.82. Unsecured claims are listed at \$8,021.20; claims of creditors who dealt in securities and those whose claims are partially secured by trust funds are listed at \$96,075.34; creditors who dealt in commodities, whose claims are partially secured by trust fund, are listed in the amount of \$83,640.62.

Washington, D. C.—The Agricultural Adjustment Administration has an export program for shelled pecans with benefit payments ranging from 10c to 12c per pound, payments to be made to exporters.

Buenos Aires, Argentina—The National government raised its ban on wheat and flour exports only three weeks after establishing it, in a decree signed by the ministers of finance and agriculture. An alarming increase in bread prices caused the ban, later attributed to speculative maneuvers, rather than a real shortage of wheat or flour.

Buenos Aires, Argentina—A field inspection trip by Agricultural Attache P. O. Nyhus, considering the recent frost damage, and the drouth damage suffered earlier in the season, places the 1937-38 Argentine wheat crop at between 175,000,000 and 185,000,000 bus. Late October and early November frosts did most of their damage in the north central, western and southwestern parts of Buenos Aires and the Territory of La Pampa.—Buro of Agricultural Economics, Washington, D. C.

Lennox, S. D.—The Aulwes Elvtr. Co. is increasing the capacity of its old leg with the installation of Calumet High Speed Cups.

Columbia, S. D.—The National Atlas Elvtr. Co. recently had a new standing seam roof put on its local elevator by the T. E. Ibberson Co.

Pierre, S. D.—Justice Frank Allen has negotiated for the Sheldon Reese elevator stock and has moved his offices into the elevator building.

Sioux Falls, S. D.—The C. W. Britton Co., Inc., had added trading in grain, cotton and provisions to the service offered its customers. The company has moved into larger quarters in the second floor of the Minnehaha Block. It is a member of the Chicago Board of Trade. Robert J. Dalton is manager of the local office.

SOUTHEAST

Gainesville, Fla.—American Tung Oil Mill recently purchased a cereal cutter and blower from the Sidney Grain Machinery Co.

TEXAS

Levellant, Tex.—Roy Watson is now using a new Sidney Grain and Cotton Seed Cleaner.

Gainesville, Tex.—John M. Maupin, 78, sec'y-treas. of the Whaley Mill & Elvtr. Co., died at his home Feb. 19.

Dallas, Tex.—Finus C. Cowan has been elected pres. of the Dallas Grain Exchange for the ensuing year. He is general manager of the Morten Milling Co.

Kingsville, Tex.—The Wuensche Mill & Elvtr. Co. has installed a pelleting system of manufacturing cube feed. The company also operates an elevator at Bishop.

Canadian, Tex.—A Clow-Winter Direct Connected Geared Head Drive is being installed by the Canadian Grain Co-op. Ass'n. The new drive has a 10 h.p. Fairbanks-Morse motor.

Fort Worth, Tex.—W. W. Manning, Jr., son of the pres. of the Terminal Grain Co., has resigned his position with the company to enter the air conditioning field. In pursuance of his new work he is now in New York.

UTAH

Vernal, Utah.—The Vernal Milling Co. has recently installed new, modern machinery throughout the plant. Included are latest type mixers for various hog, chicken and dairy feeds. John C. Buist is manager of the mill.

WISCONSIN

Stanley, Wis.—Farmers Store has just purchased a No. 2 belt driven Kelly Duplex Vertical Feed Mixer.

Shawano, Wis.—Victor Czeskleba has just purchased a new No. 2 Kelly Duplex Feed Mixer with motor drive.

Potter, Wis.—The Potter Elvtr. Co., incorporated with 150 shares, no par value. Incorporators, William Lerche, Herm C. Timm, Herbert L. Krueger, H. F. Arps, Chilton.

Milwaukee, Wis.—The rate of interest for advances on Bs/L for the month of March, 1938, has been determined by the finance com'tee of the Grain & Stock Exchange at 5 per cent.

Brodhead, Wis.—Frank A. Schrader, 68, local feed dealer, died at his home here Feb. 17 following a two years' illness. He was associated with Dodge & Schrader Feed Co. and was well known in the community.

Glenwood City, Wis.—Mrs. Elizabeth Ellevoid has sold the Forest Feed Mill, which is located near this place, to Leo Lorentzen who will take possession Apr. 1 and operate it in connection with his trucking business.

Milwaukee, Wis.—The Grain & Stock Exchange board of directors has fixed the fee for "inspecting in bound grain from railroad cars and furnishing sample, \$1.25 per car," effective March 1. This is an increase of 25c per car.

Sturgeon Bay, Wis.—Arthur Teweles, 74, produce and feed dealer, died of a heart ailment early Feb. 2 at a Green Bay hospital. Mr. Teweles, a cousin of Max Teweles of the L. Teweles Seed Co. of Milwaukee, was born in Manitowoc.

Plainfield, Wis.—George Allison, Jr., has leased the West Plainfield Mill from Mrs. Nettie Bentley. He has been employed by Mrs. Bentley for the past ten years. The latter is retiring because of illness in her family, and to devote her attention to other business interests.

Northfield, Wis.—Lee Casper and Harry Chrisinger, proprietors of the Taylor Feed & Produce Co. of Black River Falls, have enlarged their business by leasing the Northfield feed mill. They opened the mill on Feb. 14. Mr. Chrisinger will be manager of the plant.

Wheeler, Wis.—The Wisconsin Milling Co., owners of the Wheeler feed mill which was destroyed by fire Feb. 13, after being struck by lightning, will not rebuild. Efforts are now under way to interest other parties in opening a mill here. The mill was struck at 1:30 p. m. but the fire was not discovered until nearly two hours later. It was impossible to save anything. The loss is estimated at \$6,000, with insurance. L. L. Morrow, manager, lost a \$45 gold watch in the fire. He had left it on his desk. Mr. Morrow will continue the business in the warehouse.

Manitowoc, Wis.—Grain thieves found the going rough in Manitowoc County when Municipal Judge O. T. Bredesen, Feb. 25, sentenced Julius Gates, 41, "ringleader" of a gang of barley thieves who have been raiding local county granaries, to one year to 18 months at Waupun state prison. Carl Lutzke, 23, one of the three others who admitted participating in the robberies, was given a suspended sentence in the state reformatory and admitted to probation for three years. Both defendants had pleaded guilty. Earlier the same week, John Satori, 23, was given a suspended sentence of one to 3 years and his brother, Tony, 19, was placed on probation for their share in the crimes. Gates was charged with 6 separate counts involving breaking and entering and barley thefts, on three drawing terms of not less than one year or more than 18 months at hard labor in the state prison and on the other 3 counts he was sentenced to one year in the state prison, the sentences to run concurrently. There were 4 counts in the complaint against Lutzke and he was sentenced to serve one to 3 years on each, terms to run concurrently. On the plea of his parents he was placed on probation to the state board of control for 3 years.

The SHO-GRO GERMINATOR

WITH THERMOSTATICALLY CONTROLLED ELECTRIC HEATING UNIT



The Sho-Gro Germinator will test all kinds and sizes of seeds. It reduces the normal time required for germination from one to three days. Results correspond with Government tests.

SHO-GRO GERMINATOR PRICES

- No. 86—Sho-Gro, with Kerosene Heating Unit. \$22.00
 No. 88—Sho-Gro, with Thermostatically Controlled Electric Heating Unit. 32.00
 Thermostatic Electric Heating Unit Only,
 Complete. 12.00

Prices FOB Chicago

SEED TRADE REPORTING BUREAU
 620 BROOKS BLDG. CHICAGO, ILL.

Supply Trade

Minneapolis, Minn.—F. C. Thompson has been appointed manager of the local office of the Howe Scale Co.

San Francisco, Cal.—The Transmission Engineering Co. has been appointed Northern California representative for the Falk Corp.

Baltimore, Md.—M. A. Long, Pres. of the M. A. Long Co., elevator contractors, died Feb. 27 and was buried at Cincinnati, O., March 2.

Champaign, Ill.—W. S. Braudt, formerly engaged in the railroad claim collection business here, and known to grain shippers thruout the country, died Feb. 28.

Lockport, N. Y.—Howard H. Moyer, formerly sec'y of the Richmond Mfg. Co., has been appointed pres. and gen'l mgr. of the company to succeed the late James Richmond.

Syracuse, N. Y.—George Campbell has been appointed manager of the local office of the General Electric Co. succeeding A. J. Hornsby, who retired after 38 years' service.

Seattle, Wash.—For the first time since Nov. 15th, the plant of the Bemis Bag Co. is again in operation. The plant has been closed due to labor jurisdiction dispute between AFL and CIO.—F. K. H.

Advertising, which lets people know that you have what they want, is the most important ingredient in success. It is like an electric light bulb that tells what the big power plant is doing.—Arthur Brisbane.

New York, N. Y.—The president's cup, awarded annually by Col. Robert H. Morse, pres. of Fairbanks, Morse & Co., to the company's branch office with the best sales record, was presented Jan. 21 to the New York branch. C. H. Priest was the honor salesman.

Chicago, Ill.—Seed Trade Reporting Bureau is again distributing Pastoxine, a non-poisonous exterminator of rats and mice. Grain elevator operators who are interested in freeing their premises of these pests would do well to write the company for complete details.

Tapioca and Sago Imports Largest on Record

By FLOYD J. HOSKING

Imports of tapioca and sago products in December, 1937, totaled 38,033,195 pounds compared with 27,056,548 pounds in the previous month and 41,306,619 pounds in December, 1936.

The imports of the duty-free tapioca and sago have increased sharply in recent years. Generally speaking, the imports doubled every ten years. In the early 1900's, they totaled only 20,000,000 pounds; by 1910, they increased to 50,000,000 pounds; and in 1920, were 104,000,000 pounds. It took until 1933 for the imports to exceed 200,000,000 pounds and in 1937 bettered 400,000,000 pounds by a good margin. In the past ten years, the imports of tapioca and sago increased from 177,000,000 pounds (1928) to 466,000,000 pounds (1937).

The table below shows by what an astounding percentage the imported sago and tapioca is usurping the place of domestic starch:

Domestic Sales of Cornstarch and Imports of Tapioca and Sago

Year	Domestic sales of cornstarch	Imports of tapioca and sago products	Percent imports of tapioca and sago of cornstarch
1931	552,587,551 lbs.	149,526,124 lbs.	27.1%
1932	481,134,384 lbs.	139,476,880 lbs.	29.0%
1933	681,690,606 lbs.	202,718,852 lbs.	29.7%
1934	605,987,996 lbs.	188,870,639 lbs.	31.2%
1935	592,115,141 lbs.	226,918,332 lbs.	38.3%
1936	800,981,016 lbs.	305,938,103 lbs.	38.2%
1937	684,770,172 lbs.	466,327,683 lbs.	68.1%

Milwaukee, Wis.—Allis-Chalmers Mfg. Co. announces the following changes in its Publicity Dept.: Geo. Callos has been appointed ass't mgr. in charge of sales promotion embracing advertising, etc. A. K. Birch has been appointed ass't mgr. in charge of market analysis, sales organization, etc.

The Federal Trade Commission has issued a complaint charging a group of producers of snow fence, and their trade organizations, United Fence Manufacturers Ass'n, with engaging in a conspiracy to suppress competition in prices among themselves and to maintain higher initial and resale prices than otherwise would prevail in 14 states wherein they sell 90 to 95 per cent of the snow fence products purchased. Violation of both the Federal Trade Commission Act and the Robinson-Patman Anti-Price Discrimination Act is alleged in the complaint.

Fixing of prices for steel office furniture and equipment is alleged by the Federal Trade Commission in a complaint issued against 14 manufacturers, 5 dealers, and the trade ass'n of each group. The complaint charges that the manufacturers, said to produce 85 per cent of all the steel office furniture and equipment sold in the United States, fix and maintain uniform minimum prices at which they sell their products, and that the dealers cooperate with them in establishing and observing uniform minimum resale prices fixed by the manufacturers. Steel Office Furniture Institute, Cleveland, and Tide-water Office Equipment Dealers' Ass'n, Norfolk, Va., are the respondent trade associations.

Sprout, Waldron & Co. have made the following appointments: W. S. Otto, to represent the company in Illinois, south of Peoria, Missouri and portions of Iowa, Indiana, Kentucky and Kansas, with office at 3509 Cherokee St., St. Louis; Harold J. Alsted, district sales engineer for Georgia, Alabama, Mississippi and parts of Louisiana and Tennessee with headquarters in Birmingham, Ala.; Morgan L. Woodruff, the Chicago area, part of Wisconsin, Iowa, Illinois, Michigan and Indiana, office at 1812 Colfax Ave., Evanston, Ill.; Pittsburgh Gage & Supply Co., distributors for the company's power transmission line in the Pittsburgh area.

Chicago, Ill.—The 22nd annual convention of the National Scale Men's Ass'n will be held Mar. 14, 15 and 16, at the Sherman Hotel. Over a score of topics of great interest to scale men are on the program, including proposed revision of grain scale specifications in Docket 9,009, "Weighing Equipment for Grain Elevators," by H. H. Alfrey, chief scale inspector of the Rock Island Lines, Kansas City; "Adjustment of Claims for Short Weight," by P. C. Archer, general claim agent, Alton Railroad, Chicago; and "Two-Draft Weighing of Motor Vehicle Loads," by C. L. Richards, scale technologist of the Bureau of Standards, Chicago. The central division will be host to the men attending the convention. The banquet will be given Tuesday evening in the College Inn.

Relieve Overloaded Cleaner with Revolving Screen

F. M. Ackles, who operates the elevator at Hogs, Ind., found that his corn cleaner failed to remove all the shucks as fast as the sheller dumped its mass of corncobs and husks.

After explaining his difficulty to the Sidney people they installed a revolving screen above the corn cleaner which removes the cobs and shucks before the shelled corn and small bits of cob reach the cleaner.

Result: The load on the corn cleaner was so reduced that it was able to handle the full capacity of the sheller.

A revolving screen is just what its name implies, a coarsely perforated large sheet-steel cylinder. This cylinder has a large sprocket at each end. Link chain between

these sprockets and smaller sprockets on an overhead shaft supports the cylinder in an inclined position. The screen revolves as shelled corn, cobs and shucks are spouted into the higher end, screening out the shelled grain and small bits, discharging whole cobs and shucks into separate spouts.

Books Received

FIRELIGHT FLASHES is the title of a volume of 212 pages containing 100 short stories by the Rev. J. J. Share, each well calculated to give to the reader the spiritual and moral uplift that is too lacking in this commercialized world, especially in America where material development has outstripped spiritual progress, as witness the thousands of persons consciencelessly on the relief rolls by fraud. Published by Franklin S. Betz & Co., Chicago, Ill.; price, \$1.

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If you make even a minor test of Pyroil, savings in one or more directions will generally indicate themselves. Given an opportunity to demonstrate itself under a greater breadth of conditions, Pyroil's action is often quite amazing. This product is unduplicated in efficiency.

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Field Seeds

Brainerd, Minn.—Seed cleaning machinery has been installed in the farm supply store of E. W. Nelson.

Waterloo, Ia.—V. G. Foster has leased a store building in which to continue the seed business of the late A. C. Willford.

Camden, Ind.—The Soy Seed Co. has added a two-story addition to its elevator, to be used for grading and sacking hybrid corn.—Leif.

Peoria, Ill.—The Illinois Seed Dealers Ass'n will hold a meeting here Mar. 11 to elect officers and discuss state seed problems.

Fargo, N. D.—The New Day Seeds, Inc., has ordered a number of Master geared-head motors from R. R. Howell & Co. for use in its seed plant.

Logansport, Ind.—Noah Fouts, 73, Indiana's "Soybean King," died suddenly of a heart attack at Dallas, Tex., Feb. 24, while en route home by automobile from California.

Baudette, Minn.—Maurice Williams has purchased a building here and is remodeling it into a seed storehouse, in which he plans to install seed cleaning and handling machinery.

Anthon, Ia.—Will E. Ferns of Correctionville has purchased the stock and good will of the A. F. Vogel estate seed store. He has managed the business for the last two years.

Virginia, Minn.—The second annual meeting of the Arrowhead Field Seed Dealers Ass'n was held here Mar. 7. Elmer F. Anderson was the general chairman in charge of arrangements.

Grants Pass, Ore.—Marvin B. Reeder and Duane Amens have opened a seed and feed store at the junction of Redwood and Pacific highways south of here under the name "Redwoods Seed & Feed Store."

Grants Pass, Ore.—E. C. Gayman of Oakland, Cal., is the new owner of Mack's Seed & Feed Store, which he has purchased from Mr. and Mrs. R. E. McElligott, who started the store six years ago.

Ames, Ia.—Approximately three-fourths of the available supply of certified hybrid seed corn produced by Iowa growers in 1937 had been sold by Feb. 1, according to Joe L. Robinson of Iowa State College.

Durant, Ia.—Arthur Timmerson, 37, suffered a severely mangled right arm when the cuff of his sleeve caught in machinery at which he was working in the local seed corn factory. His arm had to be amputated.

Detroit, Mich.—The Statler Hotel has been selected as headquarters for the annual convention of the American Seed Trade Ass'n, scheduled for June 20-23. The first day will be devoted to a meeting of the Farm Seed Group.

Cleveland, O.—Robinson Popcorn Co., Inc., has agreed with the federal trade commission to discontinue use in advertising of "Every Bag 100% Perfect," or similar phrases or words to imply that every kernel will pop, when such is not a fact.

Tulsa, Okla.—The Binding-Stevens Seed Co. has issued a new 40-page illustrated catalog covering its seed stock. Binding-Stevens operates its own storage elevator and is the only seed store in Oklahoma which issues a catalogue.—L. H.

Little Rock, Ark.—Inspectors of the Arkansas State Plant Board recently withdrew from sale fifty bags of lespedeza seed at Newport, and seven bags at Walnut Ridge which were being offered for sale without having been tested for germination and purity.

Hawarden, Ia.—Our third year in the seed business has started with fine prospects, considering the number of orders for seeds we have booked to date. Even in our first year we did a nice business, and last year we doubled the first year's volume.—G. Heizer, Northwest Iowa Seed Co.

Chilton, Wis.—Frank Tesch, vice-pres. Knauf & Tesch Co., seedsmen, passed away Feb. 12, aged 74. Surviving are his widow, a daughter, Mrs. Gustave Winter, and a son, Roland, who has taken his father's place in the business for the last several years and will continue in the capacity.

Schaller, Ia.—The Farmers Elevator Co. has installed a seed treating machine to supplement its grain cleaning machinery. To foster planting of clean, treated seed, Manager Sam Eastlack arranged a meeting of 40 farmers in his community, to hear R. H. Porter of the Iowa State College talk on diseases of grain.

Ames, Ia.—The Victoria-Richland cross, one of the most promising oat crosses ever developed, will not be available for distribution to farmers before 1940, says L. C. Burnett, Iowa State College research agronomist. Logold, Iowa 105, Gopher, Iowa 103 and Rustless 444 are still the best available varieties of seed oats for Iowa, he says.

Lafayette, Ind.—The 110-page annual report of Dr. H. R. Kraybill, state seed commissioner, shows that 1,586 official seed samples were collected and tested and 3,052 free samples and 355 Custom House samples were tested during the year ending June 30, 1937. The report gives the new, revised list of noxious weeds, which becomes effective Sept. 15, together with state and federal seed laws and tagging requirements.

Washington, D. C.—A. G. Johnson, R. J. Haskell and R. W. Leukel, pathologists with various divisions of the U. S. department of agriculture, are the authors of miscellaneous publication No. 219, which tells how to treat seed grain for control of smuts and other diseases. The pamphlet describes how to treat grain with copper carbonate, copper sulphate, ethyl mercury phosphate dust (new improved Ceresan), mercury dusts and formaldehyde.

Green Springs, O.—Ninety-four farmers who grow specialties for the O & M Seed Co., celebrated "Farmers Day" at the company's offices Feb. 17. They were taken in groups on a tour of the company's plant. Several of Ohio's country elevator operators swelled the attendance, Leon Gove, manager of the elevator at Avery, acting as toastmaster at the mid-day dinner served thru courtesy of the hosts at the Green Springs hotel. "Farmers Day" at the O & M Seed Co. plant is an annual event.

New Seed Trade Marks

"FUNK'S HYBRID CORN," attractively lettered against a picture of a medal, is trade mark No. 400,097, filed by Funk Bros. Seed Co., Inc., Bloomington, Ill., for seed corn.

"ANALYZED SEEDS," "Selected Quality," "Seeds with a Future," are worked into a circular design inclosing a picture of a set of balance scales, in trade mark No. 389,973, filed by Lucius P. Cook, doing business as L. P. Cook, Memphis, Tenn., for field seeds.

Missouri Seedsmen Elect Pommer

The Missouri Seedsmen's Ass'n met at Jefferson City, Feb. 16 to elect new officers and discuss the new Missouri seed law and other state seed problems.

C. Robert Pommer, St. Louis, was elected pres. to succeed Fred G. Ricketts, Springfield. L. H. Archias, Jr., Sedalia, and A. H. Meinershagen, Higginsville, were named sec'y and treas., respectively.

Florida Seedsmen Vote for Seed Council

Delegates to the meeting of the Florida Seedsmen's Ass'n in Orlando Feb. 8, voted unanimously for creation of a State Seed Council, the principal business coming before the meeting. Ass'n members elected to represent seedsmen of the Council are Stuart Simpson and Russell Mason.

Official organization of the Council is expected to follow in a few weeks, as soon as interested state departments and seedsmen can be called together. The Council will be made up of one member each from the State Department of Agriculture, State Plant Board, State Experiment Station, State Extension Department, Florida Seedsmen's Ass'n, Southern Seedsmen's Ass'n, truck farmers, and general farmers.

An anticipated task for the Council is drafting of a suitable and workable seed bill for presentation to the next session of the Florida legislature.

Clover Seed Thief at Large

B. F. Harrington, alias Davis, driving a car with a Pasadena, Cal., license, pretending to have been sent by the elevator at Bellevue, obtained a bag of clover seed valued at \$63 from the Monroeville Co-operative Grain Co. at Monroeville, O., Feb. 16.

Later Manager Leo J. Cook telephoned Bellevue and was informed the man had been there, but had not been sent for seed. Mr. Cook immediately had a description of the thief broadcast over the police radio. He is between 50 and 60 years of age and drove a model A Ford coupe with glass windbreakers, with the inscription "Brunswick" on the tire cover. He was dressed as a farmer and wore light trousers.

James Donnelly at Ashland who had been informed by Mr. Cook of the transaction, saw the suspect drive up to the warehouse of the J. R. Donnelly & Bros. Seed Co., and calling Mr. Cook immediately was told to have the man held for a warrant. He got away and was given a ride by a man headed in the direction of Wooster.

Arriving at Ashland with the sheriff of Huron County, Mr. Cook recognized the car and found his seed and a bag belonging to another.

Mr. Cook warns other seed merchants to be on their guard as he might attempt to pull the same stunt again.

Directory

Grass & Field Seed Dealers

CRAWFORDSVILLE, IND.
Crabbs, Reynolds, Taylor Co., clover, timothy.
GREEN SPRINGS, OHIO
The O & M Seed Co., seed merchants.
PAULDING, O.
Stoller's Seed House, wholesale field seeds.
ST. LOUIS, MO.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Frosted Wheat Makes Poor Seed

Immature wheat may germinate quite satisfactorily if it is properly cured and protected, but frosted wheat is uncertain from the germination standpoint, according to experiments in the laboratory and in the field by N. G. Lewis and A. G. McCalla. The results of their studies confirmed the results obtained by other experimenters in this field.

A frost exposure of more than 4 degrees F. reduced the percentage of germinable wheat berries in direct proportion to the degree of freezing.

The results of laboratory germination tests on unfrozen and mature frozen wheat were confirmed when wheat from the same samples was planted in the field, but samples of immature frozen wheat, with poor laboratory and field germination, did not bear out germination tests. On clean land, under good growth conditions it made satisfactory yields. The experimenters suggest, however, that adverse growing conditions could easily tell a story of failure.

Starts a Side Line of Help to All Concerned

BY TRAVELER

Sam Eastlack, progressive manager of the Farmers Elevator Co. at Schaller, Ia., knows that quality grain brings premium prices, and that one good way to improve business at the elevator is to encourage the planting of good seeds and good farming practices.

In line with this conviction, he recently installed a large capacity seed treating machine to supplement the work of the grain and seed cleaner with which he began the business of cleaning and grading seed grain. The new machine applies mercury dusts, and copper carbonate in the proper amounts to seed grains for control of root diseases and smuts.

Mr. Eastlack went a step farther. He called a meeting of 40 leading farmers of the Schaller trade territory, and brought R. H. Porter of Iowa State College out to tell them what dust treatments do for seed and for the crop

that the seed produces. Mr. Porter explained the causes of grain diseases, and the means and methods for controlling them.

Mr. Eastlack followed this move with a "Farmers' Day" at the elevator, well advertised in advance, at which farmers for miles and miles around watched the new seed treating machine in operation. Seed grain treatment is off to a good start at Schaller.

Illinois Gets New Seed Laboratory

Open house was held at Springfield, Ill., by the Illinois Department of Agriculture, Feb. 23, for all seedsmen who wanted to inspect the new seed laboratory that has been set up for the Division of Plant Industry. Seedsmen came in a body, and were tendered a banquet at the Leland hotel in the evening.

HON. GOV. HENRY HORNER paid high tribute to the seedsmen after the banquet. "To a very large extent, the seedsmen is the custodian of our future food supply," he said. "It is the seedsmen who takes the financial risks involved in carrying the seed supply from harvest time until the next seeding time. It is the seedsmen who has taken the improved varieties developed at agricultural experiment stations and made them available to the farmers."

J. H. LLOYD, Illinois' director of agriculture, named the purpose of seed legislation when he said that price buying farmers, itinerant truckers, mail order sales from outside the state, and over-the-fence trading between neighbors were embarrassing to conscientious seed dealers. "I believe," he declared at the close of his address, "that we can now face the future with greater confidence than at any time in the past decade . . . that our American agriculture is rapidly gaining momentum and bids fair early to achieve an equal rank with

industry. The world is just as hungry—and perhaps more so—as it ever was."

At the close of the meeting the seedsmen adopted a resolution commending Gov. Horner for his selection of trained, capable administrators, and pledged support to the Department of Agriculture and the Division of Plant Industry.

Iowa Hybrid Corn

Iowa Hybrid 939 was developed at the Iowa Experiment Station and has been in the state yield test for about five or six years. It has been a very high yielder and has a very stiff, strong stalk. The quality of corn it produces is quite outstanding.

In the north central section of Iowa, it has yielded 21% more corn than the better open pollinated varieties for a period of six years. In the south central, it has yielded 16% more than the better open pollinated varieties for a period of six years. It will mature over a large range of territory. It is especially adapted to north central, central and south central Iowa.

It is from ten days to two weeks earlier than most of the Reids Yellow Dent that is grown over the territory. The University of Nebraska considers 939 one of the very best hybrids for Nebraska.

Hybrid 939 is considered as good a hybrid as there is on the market today. There may be some just about as good, but none any better, according to Geo. P. Sexauer & Son.

There are some hybrids that are being offered that have no record of performance. They are not certified, and the buyer does not know what he might be getting. There is also a lot of F2 seed corn being offered the public. The buyer should be educated to ask for certified seed and then he will know what he is getting.

Oregon Demands Increased Seed Duties

Oregon feed dealers, thru the Oregon Feed Dealers Ass'n, have filed a lengthy brief with negotiators of a proposed United States trade agreement with the United Kingdom and some other parts of the British Colonial Empire, basing their claims for consideration on an ass'n membership of approximately 200 firms and individuals handling most of the cover crop, forage, and pasture seeds produced in Oregon.

The brief pleads that Oregon has sought to adjust itself to agricultural conditions since the war by shifting from production of wheat and oats to growing of cover crops, forage, and field seeds, for which such a domestic demand exists that foreign seeds are imported regularly. Protection from imports of competing foreign seeds is sought in the brief, as reviewed below:

Ryegrass Seed. Item 763, Tariff Act of 1930: Production of practically all of the ryegrass seed used in the United States is claimed, this production using 15,000 to 30,000 acres that would otherwise be devoted to oats. Annual production placed at 3,500,000 pounds of seed up to 15,000,000 pounds, averaging between 8,000,000 and 9,000,000 pounds. Present tariff of 3c a pound on Italian or domestic ryegrass, *Lolium multiflorum*, looked upon as no more than adequate; same tariff on English or perennial ryegrass, *Lolium perenne*, looked upon as inadequate and a 50% increase to raise it to 4½c a pound recommended.

Crimson Clover Seed: Produced principally in Tennessee and Oregon. United States uses 5,000,000 to 9,000,000 pounds annually. Imports vary from 500,000 pounds to 7,500,000 pounds. Present tariff of 2c per pound inadequate and 50% increase to bring it to 3c per pound recommended.


Fescue Grass Seed: Annual imports of Cheung's fescue vary from 1,000,000 to 1,700,000 pounds. Increased domestic production to use 6,000 acres within three years anticipated. Present tariff of 2c per pound considered inadequate, and belief expressed that it should be 8c per pound to be in line with other agricultural tariffs. Increase as far as possible recommended.

White Clover Seed: Oregon claimed to produce 95% of the domestic crop of Ladino clover seed. Involved are 600 growers. An additional number produce common white or Little Dutch clover. Since these clovers are expensive to grow, harvest and thresh, present tariff of 6c per pound considered inadequate. An increase of

Imports of Forage Plant Seeds

Imports of forage plant seeds during February and during the eight months ended Feb. 28, compared with the like periods in 1937, as reported by the Bureau of Plant Industry, have been as follows, in pounds:

Kind of seed	February		8 months ending Feb. 28, 1938	
	1938	1937	1938	1937
Alfalfa	994,800	463,500	3,590,700	2,407,000
Bluegrass, Can.	44,300	16,900	146,300	76,600
Brome, smooth	176,500	44,200	598,600	554,000
Clover, alsike	218,700	384,500	751,300	2,611,200
Clover, crimson	54,100	.....	1,898,100	5,298,600
Clover, red	1,560,500	2,986,800	4,990,400	10,521,000
Clover, white	265,500	222,500	1,931,700	1,242,500
Fescue, meadow	.....	.....	2,200	1,700
Grass, orchard	1,300	142,400	91,200	1,520,900
Millet, foxtail	.....	317,900	.....	398,900
Mixtures, alsike and timothy	.....	.....	109,900	.....
Mixtures, clover	.....	800	.....	10,400
Mixtures, grass	5,200	.....	5,200	116,000
Rape, winter	333,800	253,900	3,645,100	6,872,200
Ryegrass, Ital.	279,300	.....	1,152,100	13,800
Ryegrass, per.	201,500	86,600	1,105,100	526,400
Timothy	.....	7,600	1,300	103,200
Vetch, common	.....	.....	2,369,700	79,700
Vetch, hairy	42,400	11,000	5,403,800	2,203,700
Vetch, Hung.	.....	.....	284,200	.....
Bentgrass	1,400	3,300	13,300	15,300
Bluegrass, annual	.....	.....	.....	4,400
Bluegrass, rough	89,600	5,200	629,200	282,200
Bluegrass, wood	700	400	3,500	2,600
Clover, suckling	.....	.....	25,800	44,100
Dogtail, crested	4,800	300	24,500	7,200
Fescue, Chew.	256,200	96,300	1,010,900	932,700
Fescue, other	6,500	5,400	100,200	56,600
Foxtail, meadow	.....	800	.....	800
Grass, Dallis	7,700	5,600	76,700	43,200
Grass, Guinea	.....	.....	1,100	1,500
Grass, molasses	.....	1,000	13,200	3,200
Grass, rescue	.....	.....	1,100	900
Grass, Rhodes	1,000	.....	23,700	5,100
Grass, velvet	.....	.....	3,600	600
Medick, black	2,000	2,000	40,100	26,800
Mixtures, grass	.....	.....	4,200	2,500
Sweetclover, white	453,200	780,900	5,973,500	3,816,600
Sweetclover, yellow	103,500	174,100	2,021,700	817,900
Vetch, purple	.....	.....	500	.....
Wheatgrass, crested	4,100	4,600	67,100	87,900
Wheatgrass, slender	7,000	2,000	17,000	106,600
Yarrow, common	100	.....	300	500



DEPENDABLE

FIELD CORN - SWEET CORN
SEED OATS - SEED BARLEY
GARDEN SEED - GRASS SEED

THE O & M SEED CO.
GROWERS GREEN SPRINGS, OHIO

CRABBS REYNOLDS TAYLOR CO.
CRAWFORDSVILLE, IND.

GRAIN

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MICHAEL-LEONARD SEED CO.
 formerly Sioux City Seed Co.

33½ per cent to bring it to 8c per pound recommended.

Clovers Not Specially Provided for: Domestic production of small quantities of Strawberry clover seed, found particularly useful in western states, adapted to slightly alkaline soils, and capable of development, meets competition from New Zealand where dwarf forms grow. Present tariff of 3c per pound considered inadequate, and an increase of 50% to bring it to 4½c per pound recommended.

Farmers Buy Worthless Seeds

M. T. Munn, in "Farm Research" of the Geneva Agricultural Exp. Station, scores the practice of selling seeds of unknown variety and purity. He writes:

During the season just closed 847 samples of seeds were planted in the control fields and grown to maturity. Of these samples, 387 were of barley, corn, and oats—three farm crops of utmost importance to New York farmers. These crops were selected because there was good evidence that there were many deceptions as to variety name. Space will permit mention of only the most important findings.

OAT SAMPLES.—There were 131 samples of oats planted in rod rows. These represented actual stocks of oats purchased by farmers from seedsmen, seed or feed stores, elevators, and other sources. Upon these 131 stocks were tags bearing at least 53 distinct and different variety names or designations. Some of these stocks were excellent and were a credit to the vendors who sold them.

Unfortunately, however, a large proportion of the samples, representing a huge volume sold for seed under various variety names, proved to be a hopeless mixture of varieties, or, more properly, were just "oats," with no particular varietal characters which oat specialists who studied the mature plants could distinguish. These stocks bore names such as "Swedish Select," "Swedish Type," "Swedish Select Type," "Improved," "Fancy Selected," "Fancy Re-cleaned," "Heavyweight," "North-west," "Fancy Oats Suitable for Seed," and "Seed Oats."

Some of these attempts at variety names were entirely meaningless, as the matured crop so strikingly showed, while others proved to be pure out-and-out frauds or deceptions. They were plainly mixtures of oats of several varieties such as would be found in feed or elevator oats.

All of the cases which proved to be untrue were officially reported to the Commissioner of Agriculture and Markets who can now pro-

ceed under the law which "prohibits misrepresentations."

Altho no attempt was made to obtain comparative yields of grain on these rod rows, it was very plain to be seen that the stocks which were true to name and represented some care in breeding and growing were vastly superior to many of the other nondescript stocks. The greatest amount of deception or uncertainty occurred among those lots of oats sold under the name of "Swedish Select," "Swedish Type," or some form of that name which was used to lead the buyer to believe he was getting an oat of the Swedish Select variety or of some of its closely related varieties, such as Star and Victory. In fact, close inspection of some of these rows did not reveal a single plant with the heavily awned kernels characteristic of these noted varieties.

Investigation has plainly indicated that the practice of selling oats of unknown variety or elevator-run oats and other cereals under definite or implied standard variety names is one of the greatest offenses against good agriculture in this state at the present time.

Green Appointed Manager Federal Crop Insurance

Roy M. Green, a former Missouri farm boy, has been named manager of the \$100,000,000 Federal Crop Insurance Corp. created by the new farm bill. Cecil A. Johnson, formerly of Ames, Ia., has been appointed sec'y. Green has announced that crop insurance will become available to wheat producers for 1939, where there is sufficient participation in a county or group of counties to warrant setting up an office.

The insurance proposed to be offered would protect wheat growers' against losses from drouths, floods, hailstorms, insects, and other natural causes.

Growers taking out insurance will pay premiums in wheat or a cash equivalent. Premium grain is to be stored by the Corporation in elevators and held as a reserve from which to pay losses of not to exceed 75% of the farm's normal yield. Cash premiums would be invested in wheat, tho \$6,000,000 annual administration expense is allowed for the program.

Penalties for theft of livestock, poultry, grain or seed are provided in 785-XX, introduced in the Ohio legislature.

Tagless Mail Order Seed Questionable

With the prices of many agricultural seeds, particularly clovers and alfalfa at unusually high levels for the second consecutive year, many farmers are looking around for cheap sources of seed for spring seeding, according to Dr. H. R. Kraybill, state seed commissioner at the Purdue Agricultural Experiment Station. "Unless great care is exercised, instead of getting a cheap source of seed farmers will find a source of cheap seed—which may not be so desirable."

The so-called "bargain seed" offered by certain mail order houses offers a great temptation to Indiana farmers. Samples of this seed drawn in railroad stations and in the possession of farmers in the past have shown a high percentage of serious misbranding when actual analyses found in the state seed laboratory were compared with the claimed analysis on the private tags attached to the bags of seed. Practically none of this seed is tagged with official Indiana seed tags as required by the Indiana seed law and very little of it carries any statement as to the noxious weed seed content, he states.

"When a farmer buys seed from an Indiana seed merchant," says Dr. Kraybill, "he can see the seed and examine the state tag before he buys. This tag will tell him the percentage of purity of the seed, the percentage and date of germination, the state or foreign country where the seed originated, and the number of noxious weed seeds per pound, and our records indicate that these statements as to the analysis of seed on Indiana seed tags are generally quite accurate. Contrast this with the method used in purchasing mail order seed. All the farmer has to guide him is a cleverly written statement in a beautifully illustrated catalog and remember, he doesn't get a chance even to see a private analysis tag until he has sent in his order."

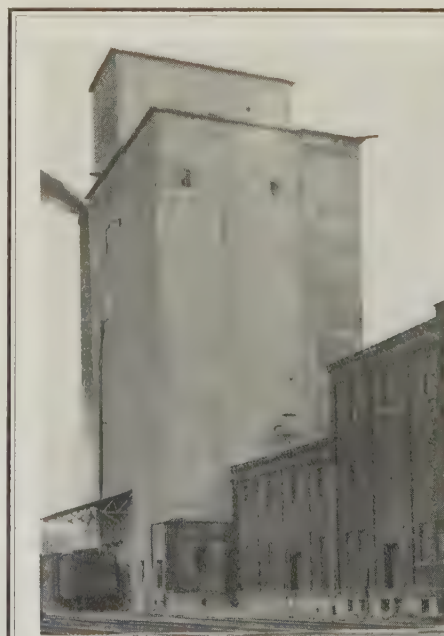
Toronto, Ont.—Returns tabled in the House of Commons recently show the cost of the Turgeon Grain Inquiry Commission to date at \$114,237.

Argentina second official estimates of 1937-38 crops placed as follows, with 1936-37 comparisons in parentheses: Oats 47,537,000 bus. (54,564,000), barley 23,699,000 (29,854,000), flaxseed 59,249,000 (76,200,000).—Agricultural Attaché P. O. Nyhus, Buenos Aires.

Seed Movement in February

Receipts and shipments of seeds at the various markets during February, compared with February, 1937, in bushels, except where otherwise indicated, were:

FLAXSEED		Shipments	
Receipts			
	1938	1937	
Chicago	.....	21,000	50,000
Duluth	4,970	62	9,031
Ft. William	311	1,303	28,666
Minneapolis	117,900	235,400	9,420
Superior	387	.....	5,517
KAFIR AND MILO			
Galveston	18,000	.....	35,339
Hutchinson	3,900	7,800	.....
Kan. City	58,800	46,200	66,000
St. Joseph	6,000	.....	4,500
Wichita	.....	10,400	1,300
CANE SEED			
Ft. Worth	22,100	16,900	78,000
Kan. City	8,400	18,200	1,200
Wichita	.....	7,800	1,300
SORGHUM			
Ft. Worth	155,400	107,800	74,200
CLOVER			
Chicago,	.....	.....	.....
lbs.	1,098,000	730,000	663,000
Milwaukee,	.....	.....	.....
lbs.	70,180	123,000	31,580
TIMOTHY			
Chicago,	.....	.....	.....
lbs.	545,000	398,000	444,000
Milwaukee,	.....	.....	.....
lbs.	60,000	81,065	.....
SOYBEANS			
Chicago	322,000	427,000	222,000
Indianapolis	11,200	7,000	8,400
Toledo	85,200



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WINCHESTER, IND.

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Feedstuffs

Minneapolis, Minn.—The Northwest Retail Feed Ass'n will hold its annual convention here June 6-7.

Richmond, Va.—A recent ruling forbids use of metal fasteners for attaching tags to packages of feed.

Milwaukee, Ore.—M. S. Shrock, manager of the Milkewa Feed Mills, has entered the race for governor of Oregon on the Republican ticket.

Kansas City, Mo.—Offerings of elevator dust dropped to \$6 per ton the middle of last month, a dollar down from offerings a week earlier, and continued to find demand slow.

St. Paul, Minn.—An additional \$50,000 has been allocated by the state executive council to provide livestock feed for distressed farmers in seven northwestern Minnesota counties flooded by the heavy rains.

Chicago, Ill.—The Northwestern Yeast Co., producers of animal-poultry yeasts, have purchased the 5-acre poultry plant of W. H. Kaup, Naperville, Ill., in a program for expansion of its feeding research facilities. W. H. Kaup has been retained as superintendent of the farm.

Lansing, Mich.—The Michigan department of agriculture has ruled that the name of the actual manufacturer must appear on all packages of feeding stuffs, including straight mill products and straight feed ingredients as well as manufactured or mixed feeds. An arrangement has been made for supplying stamps for packages of 1, 5, 10, 25, 50 and 100 lbs.

License Fee Collections Increase in Pennsylvania

Pennsylvania's department of agriculture collected 50% more license fees and fines thru its bureau of foods and chemistry in 1937 than in 1934. Totals over the last few years have been \$640,079.66 in 1937, \$590,678.47 in 1936, \$508,332.20 in 1935, and \$427,751.35 in 1934. The

Feed Prices

The following table shows the closing bid price each week for May futures of standard bran and gray shorts, spot cottonseed meal, soybean meal and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
Jan. 8.....	21.00	21.00	18.00	21.50
Jan. 15.....	22.00	21.50	18.50	22.50
Jan. 22.....	23.50	22.00	19.10	22.50
Jan. 29.....	22.00	21.50	17.90	21.25
Feb. 5.....	21.50	21.50	18.65	21.60
Feb. 11.....	21.00	21.00	18.65	21.25
Feb. 19.....	20.00	19.75	17.90	20.50
Feb. 26.....	19.75	19.75	18.60	20.70
Mar. 5.....	21.00	20.53	18.40	20.45

	St. Louis		Chicago	
	Bran	Shorts	Soybeans	Meal
Jan. 8.....	20.90	23.50	97	30.00
Jan. 15.....	20.50	24.25	99½	30.00
Jan. 22.....	20.90	24.25	103½	29.70
Jan. 29.....	20.10	23.25	103	30.00
Feb. 5.....	20.75	23.35	104¾	29.00
Feb. 11.....	20.75	22.75	103¾	28.50
Feb. 19.....	20.00	22.25	104	28.50
Feb. 26.....	20.10	22.40	103¾	28.50
Mar. 5.....	20.60	22.45	100	28.00

	Cottonseed Meal		Kansas City	
	Ft. Worth	Memphis	Alfalfa	Chicago Corn
Jan. 8.....	25.00	22.00	22.50	62½
Jan. 15.....	25.00	23.50	22.50	60¾
Jan. 22.....	25.50	24.00	22.50	60%
Jan. 29.....	25.50	22.50	22.50	59¾
Feb. 5.....	25.50	22.50	22.50	58½
Feb. 11.....	25.50	22.25	22.50	59½
Feb. 19.....	25.50	22.00	22.50	59½
Feb. 26.....	25.50	21.50	22.50	58¾
Mar. 5.....	25.50	21.00	22.50	58½

1937 collections were \$615,590.41 in license fees and \$26,489.25 in fines.

Licenses were issued last year to 175 fertilizer manufacturers, 1,453 feedingstuffs manufacturers, 127 lime producers, 303 insecticide manufacturers.

Canada Buys Millfeeds in U. S.

Small wheat and feed crops in their own country have brought Canadian buyers of millfeeds across the international boundary for the first time within the experience of old timers in the U. S. trade. Between 400 and 600 tons of bran and between 450 and 700 tons of gray shorts were estimated to have moved across the border to points in Ontario Feb. 28 and Mar. 1, at domestic premiums of 50c to \$1.50 per ton, having to bear in addition, a Canadian import duty of 22.5% ad valorem, and a 3% excise tax.

Millfeed prices strengthened in the East, sending the Buffalo purchasers for Canadian accounts into the Middle and South West for their supplies. St. Louis and Kansas City mills and brokers filled the sudden demand.

The Canadian feed shortage has also created a demand from foreign countries that have ordinarily depended upon Canada. Several hundred tons of Southwestern millfeeds are reported to have moved thru Gulf ports for export to the United Kingdom at prices on a parity with domestic spot bids.

Heavy Cake and Meal Output

Linseed cake and meal production from October thru December totaled 144,500 short tons, compared with 126,234 tons a year earlier and 150,054 short tons in 1935 which was the largest output for this quarter of recent years. Production July thru December totaled 280,730 tons, the largest quantity for the period in the past 5 years. A fairly good export inquiry during October-December provided an outlet for nearly 83,000 short tons, the largest export clearance for this period since 1933. Exports from July thru December were the largest for these months during the past 5 years with a total of 170,836 tons as compared with 104,397 tons a year ago.

The quantity remaining Jan. 1 for domestic consumption or for changes in stocks was only slightly above last season, amounting to 109,894 tons as against 109,187 tons during the corresponding period last year.

Demand for linseed cake and meal has been somewhat curtailed by liberal offerings of competing feedstuffs. Production of cottonseed cake and meal for the October-December quarter was the largest of the past 10 years, totaling 1,181,018 tons. The total for July thru December of 1,624,110 short tons compares with 1,267,657 a year ago and the 5-year (1932-36) average of 1,164,294 tons. Production of copra cake and meal was also somewhat higher than during other recent years but production of gluten feed and meal,

peanut cake and meal, and sesame cake and meal was sharply lower.—Buro of Agricultural Economics.

Virginia Proposes Legislation Against Adulterants

Section 1196 of a bill introduced in the Virginia legislature and referred to its committee on agriculture and mining, reads:

It shall be unlawful for any person to manufacture for sale, or knowingly to sell or offer to sell, as millfeed, millstuff, bran, brownstuff or shipstuff, any article or product composed of ingredients other than the bran of corn, wheat or other cereal grain; or to sell or exchange, or expose for sale or exchange, or have in his possession for the purpose of sale or exchange, any wheat bran which has been adulterated by the addition of the bran of oats or other grain, unless each package, bag or other container thereof shall have been plainly and durably marked with the word "combination," followed by the name and percentage of each ingredient used therein.

A violation of this section would be a misdemeanor punishable by a fine of not less than \$10 or more than \$200.

Northeast Mixers Elect Young

W. S. Young, Waverly, N. Y., was elected pres. by members of the Northeastern States Feed Manufacturers Ass'n convening at Syracuse, N. Y., Feb. 18, during the convention of the Eastern Federation of Feed Merchants. Elmer Koehnlein, Buffalo, N. Y., was named first vice-pres.; M. W. Howard, Jamestown, N. Y., second vice-pres., and H. S. Palmer, Waverly, N. Y., sec'y-treas.

Directors elected are H. L. Hammond, Boston, Mass.; Lloyd Hedrick, Buffalo, N. Y., and George E. Todd, Buffalo.

Pres. Ralph Field of the American Feed Manufacturers Ass'n, reviewed present activities in the feed mixing and manufacturing industry, calling particular attention to the windfall tax on refunds of processing taxes on large cotton bags, one of the current concerns of the industry.



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Self-contained cutter, grader, aspirator and bagging attachments. Protected by magnetic separator. Motor driven if desired.

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Manganese in Poultry and Animal Feeds

A bulletin very helpful to mixers of feeds who contemplate the addition of manganese has been prepared by the educational service bureau of the Carus Chemical Co., who are the United States producers of potassium permanganate. In this bulletin the current literature has been digested and valuable hints are given by the company's technical experts. Following are excerpts:

Perhaps one of the first practical references to the inclusion of manganese in the mineral diet for animals was leaflet No. 17 of November, 1926, issued by the Iowa Agricultural Experiment Station at Ames. The bulletin reported the fact that 98 pounds of a mineral mixture consisting in pounds, of:

Flake salt	20.00
Ground limestone	39.98
Potassium iodide .....	.04
Ground bone black	39.98

to which had been added 2 pounds of manganese sulfate, produced as follows:

Check lot: cost of feed for 100 lb. gain, \$6.02.
Check lot: margin per pig over feed cost, \$7.45.

Manganese fed: cost of feed for 100 lb. gain, \$5.84; manganese fed: margin per pig over feed cost, \$8.28.

Since, more thought has been given to minerals in feeds by the mixer and many have been including small amounts of manganese sulfate in their feeds.

Recently, however, many comments have been made on the inclusion of manganese sulfate in poultry feeds for prevention of "slipped tendon," also referred to as "hock disease" and "perosis." This occurs in young, growing, chickens, turkeys and game birds. Slipped tendon is a nutritional disturbance caused as a rule by too much and improper balance of mineral matter, especially phosphorus and calcium. It is also caused by an absence of "anti-perosis" materials in the ration, which are materials having the property of preventing perosis.

According to work at Cornell University, the University of Kentucky, and others, the anti-perosis properties of these materials are due to the manganese they contain. If poultry feeds are grown on soils heavily fertilized with manganese sulfate, they will probably contain sufficient amounts of manganese to prevent perosis. However, many soils are deficient in the supply of available manganese and the plants do not absorb enough to enrich them in this element sufficiently to act as an anti-perosis food. For this reason, a balanced feed containing manganese sulfate is absolutely necessary.

Professors H. S. Wilgus, Jr., L. C. Norris, G. F. Heuser of Cornell in the September 11, 1936, issue, Vol. 84, No. 2176, pages 252-253 of Science, comment on the finding of manganese in small amounts as a perosis preventative. They found that using a mono-calcium phosphate, perosis was actually prevented. In subjecting the mono-calcium phosphate to a spectroscopic examination, they found considerable amounts of manganese present with traces of iron and aluminum. The subsequent addition of an equivalent amount of manganese, 0.0025 per cent, to a basal diet containing 0.001 per cent demonstrated that this element was responsible for the preventive action of this salt. This amount of manganese was found to be quite effective in preventing perosis at levels of 1.0 and 1.2 per cent of calcium and at levels of 0.8 and 1.2 per cent phosphorus. The addition of a mixture containing 0.0025 per cent each of manganese, aluminum and iron was entirely preventative at the lower calcium and phosphorus levels and had a slight beneficial effect on growth. Further results showed that aluminum and zinc had a similar but less effective preventive action. The perosis preventing property of common feedstuffs was roughly in proportion to their manganese content.

Various manganese compounds can be

used as perosis preventatives, so find Willis D. Gallup and L. C. Norris of Cornell. Journal Biological Chemistry, 1936, 117: Proc. xxxvi-xxxvii carries a short abstract on this. Briefly, "Effectiveness of manganese in preventing perosis when supplied in different forms and amounts was determined with manganese chloride, manganese sulfate, manganese carbonate and potassium permanganate. These salts were added to a basal diet which contained 10 parts per million of manganese in such amounts as to supply a total of 50 p.p.m. of manganese. Day-old chicks were used as experimental animals.

"Eighty per cent of the chicks on the basal diet developed perosis. Less than 8 per cent of the chicks that received the various manganese salts developed perosis. Manganese carbonate was as effective as the readily soluble salts, manganese chloride and manganese sulfate in preventing perosis. No perosis developed in the chicks that received the highly oxidized form of manganese, potassium permanganate.

"The minimum preventive amount of manganese when given as manganese carbonate appears to lie between 35 to 50 p.p.m., altho complete prevention, or less than 4 per cent of perosis, was not obtained even when the manganese was increased to 500 p.p.m. These unpreventable cases developed during the first ten days. This may indicate that the initial stages of perosis occasionally occur during embryonic growth and that the maternal diet is slightly deficient in manganese. Means of insuring an adequate supply of manganese during embryonic development and early growth are being investigated."

At the poultry department of the Kentucky Experiment Station, in an effort to find the cause or causes of a very peculiar deformity in chicks, as mentioned above, and that has caused the chicks to die in the shell, Malcolm Lyons and W. M. Insko, Jr., discovered that if normal hens were fed on a feed deficient in manganese, the embryos in the fertile eggs from these hens developed the characteristic deformity of short legs, parrot beak, globular contour of head and protruding abdomen, and most of them died in the shell. These investigators analyzed eggs from hens, fed a balanced ration which contained an adequate amount of manganese and determined the amount of manganese in fertile eggs before incubation. They analyzed some of the eggs from hens fed a deficient ration and found much less manganese.

With this information at hand, they drilled a small hole in the egg shell of eggs deficient in manganese, and punctured the shell membrane with a small hypodermic needle. About $\frac{1}{4}$ of a cubic centimeter of manganese was injected. The hole sealed over with a piece of paper and egg albumen. The eggs thus treated were incubated and developed normal embryos. According to the Kentucky Station, this is the first case on record of the discovery of the nutritional deficiency within the egg and subsequent correction of it by direct injection of a nutrient into the egg before incubation.

This further supplements the research at the Kentucky Station that has led to the conclusion that eggs from a flock so fed to produce high hatchability should be richer in the essential minerals, vitamins and other nutrients and as a consequence more valuable as food for humans.

The consensus of all this data is that manganese is very important in the nutrition of poultry and animals. It prevents slipped tendon, deformities as short legs, short wings, a parrot-like beak, short beaks, increases egg production and hatchability, and aids in preventing mortality in the egg besides materially aiding in the general building up of the vitality of the animal.

How Much Manganese?—To accomplish or prevent all this, how much manganese should be used? Information obtained from correspond-

ence with the experimenters, and researchers tend to the conclusion that about four (4) ounces of a 90% manganese sulfate should be added to the ton of starter mash for chicks and poults, particularly if the mash is to be used for feeding broilers confined in batteries. As noted from the foregoing about 50 to 200 parts per million of manganese are normally fed to poultry in the experimental work carried on in the various parts of the country. Therefore, the amount to include in the mineral feed should lie be-

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By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

Printed on enamel book paper from large type and well bound in cloth, 5 $\frac{1}{4}$ x 7 $\frac{1}{4}$ ins., 480 pages, 33 chapters, and 200 engravings. Weight 2 lbs. Price \$2.50, plus postage.

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tween these two figures, normally. However, amounts as high as 1,000 p.p.m. have not shown observable toxic symptoms.

As to the types of manganese sulfate available for incorporation in feeds, the various grades are manganese sulfate anhydrous, manganese sulfate hydrous, manganese sulfate technical manganese sulfate F. G., and chick manganese.

For economy and practical use, the manganese sulfate technical and the manganese sulfate F. G. are preferred by cattle feed mixers now using manganese in their feeds. Their physical conditions are such that they readily lend themselves to mixing-in feeds.

The recent developed product, chick manganese, is recommended for poultry feeds. It is used and preferred by mixers of poultry feeds due to its high manganese content, non-caking and non-deteriorating qualities and due to its fine powdered condition can be mixed into feeds without additional grinding. This fineness of the product readily lends itself to thoro mixing in poultry feeds. Quantities recommended are the same as for the other manganese salts, namely four to five ounces to the ton of starter and similar mashes.

Vitamin G Improves Hatchability

Summarizing the role played by vitamin G in reproduction in poultry, Davis, Norris, and Heuser, at Cornell University, Ithaca, N. Y., said:

"The average hatchability of the fertile eggs of hens which received a diet adequate in vitamin G was much greater than the average hatchability of the eggs of hens which received a basal ration deficient in vitamin G. The hatchability of the eggs of hens on the adequate diet was approximately 63% as compared to 9% hatchability for the eggs of hens on the deficient diet. By means of an indirect procedure it was found that hatchability was not influenced by the protein of dried whey, the source of vitamin G in the adequate diet.

"Egg production, fertility of eggs, egg size, feed consumption, and the physical condition of the hens was not affected by the addition of vitamin G to the deficient diet. Since the deficient diet contained approximately 100 Cornell units of vitamin G per 100 grams the results show that less vitamin G is required for egg production than is required for hatchability."

FURTHER WORK by these experimenters developed the following conclusions on the same subject:

"The rate of depletion of the vitamin G reserves of hens is rapid. In this investigation a small decline in the hatchability of the eggs of hens fed a diet deficient in vitamin G was obtained during the third week after being placed on this diet and a sharp decline during the fourth week. No further decline in hatchability was obtained until the ninth week after the hens were placed on the deficient diet.

"The building up of vitamin G reserves by hens is just as rapid, if not more so, than the rate of depletion, provided an adequate amount of vitamin G is supplied. Maximum hatchability of the eggs of hens was attained during the second week after the deficient diet was supplemented with 900 micrograms of riboflavin per hen per week. A much longer period of time was required when the amount of added riboflavin was 600 micrograms per hen per week.

"The feeding of a protein-free riboflavin extract provided direct evidence that the protein of the sources of vitamin G used by previous investigators was not responsible for the improvement in hatchability. This effect was found to be due entirely to riboflavin, since excellent hatchability of fertile eggs was obtained by supplementing the deficient diet with synthetic riboflavin."

Meat Scraps and Dried Milk for Starting Chicks

Six trials were made by Purdue University Agricultural Experiment Station, each involving two lots of chicks, to determine the relative value of protein supplements.

In each trial two rations were used, one of which contained 12 per cent of meat and bone scraps and 4 per cent of dried milk and the other 15 of meat scraps and 5 or 6 of dried milk. In the first three experiments the amounts of meat scraps used supplied an amount of protein equivalent to that contained in 12 per cent and in 15 per cent of a 50 per cent protein meat and bone scraps. In the other trials levels of 12 and 15 per cent of meat and bone scraps were used, without adjusting the protein levels to supply protein equivalent to that in 50 per cent protein meat and bone scraps. In all of the experiments, however, a standard grade of 50 per cent protein meat and bone scraps was used.

Where the primary interest is the production of broilers there would be an advantage in favor of the higher protein ration, because at the same feed cost a given weight could be obtained in less time which would save labor and brooding costs. Where the primary object is the development of laying pullets, with ample time in which to develop them, there is apparently little advantage in favor of the higher protein ration.

When milk is high in price it may seem desirable to reduce the amount of milk in these formulas. The saving in feed cost would not be so much during the first eight weeks, considering the small amount of feed consumed and the percentage of milk in the ration. Even when milk costs 10 cents per pound, if one pound of milk is replaced by one pound of corn at a cent per pound, the cost per 100 pounds of feed is reduced by only nine cents. If two pounds of milk are replaced by corn, the cost of the ration will be reduced by 18 cents. If all of the milk in a ration containing 5 per cent of milk is replaced by corn, there would be a saving of 45 cents per 100 pounds of feed. Assuming that 100 chicks will eat about 400 pounds of feed during the first eight weeks, if two per cent or five per cent of milk were replaced by corn the saving in feed cost for 100 chicks would be \$0.72 and \$1.80 respectively. These savings, even figuring milk at 10 cents per pound, are rather small, especially when the more satisfactory results obtained on rations containing milk are considered. Since the quality of the protein and the vitamin content of some of the protein supplements may vary, it is the safest policy to include some milk in the ration to make up for the possible deficiencies in these other supplements.

Extra minerals should not be added to these rations. Using average mineral analyses, the 12-4 ration contains 7.6 per cent total ash, 1.5 per cent calcium, and 1.0 per cent phosphorus, with a calcium to phosphorus ratio of 1.5:1.0; the 15-6 ration contains 8.7 per cent of total ash, 1.9 per cent of calcium, and 1.1 per cent of phosphorus with a calcium to phosphorus ratio of 1.6:1.0. These amounts and proportions of calcium and phosphorus are within the limits generally

recognized as suitable in chick starting rations, and no trouble has been experienced with rickets on these rations, when a sufficient amount of some source of vitamin D has been added. The addition of more minerals may cause slipped tendons, a condition in which the tendon on the back of the leg slips out of place at the hock joint.

Utilization of very high vitamin concentrates with potencies of from 40,000 to 60,000 per gram by livestock and poultry, is claimed for the molasses vitamin concentrates developed by George Lubarsky, a chemical engineer in the sugar cane industry. In his process vitamins extracted from fish liver oils are "shot" into processed blackstrap sugar cane molasses. The process is claimed to prevent rapid oxidation of vitamin A, eliminate fatty vitamin carriers, and consequent fishy flavors in animal and poultry products.

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Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

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Feedstuffs Movement in February

Receipts and shipments of feedstuffs at the various markets during February, compared with February, 1937, in tons, were:

	Receipts		Shipments	
	1938	1937	1938	1937
*Baltimore	3,529	3,022	.....	.....
*Boston	638	1,017	30	20
*Chicago	23,861,000	17,231,000	70,674,000	57,443,000
Kan. City	4,150	7,475	24,375	23,250
*Milwaukee	340	290	4,982	7,285
*Minneapolis	2,356	1,364	23,065	24,502
*Peoria	9,640	10,440	15,320	12,225
*Millfeed +Bran and shorts.				

S. T. Edwards Passes On

Sherman Thayer Edwards, Chicago, 72-year-old veteran of the middle west feed and grain trade, passed away at the West Suburban hospital, Chicago, Feb. 28, of pneumonia.

Mr. Edwards was born in Fairfield, O., in 1865, and was moved to Chicago with his parents while still a boy. At Chicago his father engaged in the grain and hay business, and acquired a membership on the Chicago Board of Trade. In the course of time Mr. Edwards became associated with his father, under the name of S. W. Edwards & Son.

Mr. Edwards was one of the original founders of the American Feed Manufacturers Ass'n in 1909, and was the first chairman of its executive com'te, a capacity in which he served continuously for six years. In 1916 he was elected pres. of the organization and in 1917 he was re-elected to serve a second term.

Mr. Edwards' career followed closely the grain and feed trades from maturity to the time of his death. During the thriving period of Chicago's growth when shopkeepers and merchants depended upon horses for delivery of their merchandise, and railroad "team tracks" were really team tracks, Mr. Edwards was in the grain, hay and feed business, and used his membership on the Chicago Board of Trade.

His interests naturally led him into feed manufacturing as the demand for mixed feeds grew. Years of experience in this field gave him the basis for the Edwards Feed System Engineering Co., which he later organized, and thru which he built several of the largest mixed feed manufacturing plants in the country. The years of experience following the death of his father included organization of Edwards & Loomis Co., feed manufacturers, and, later, Hales and Edwards Co. His first venture for himself was S. T. Edwards & Co., a firm name that encompassed his interests for the remainder of his business career.

When milk by-products demonstrated the benefits they could bring as an ingredient in poultry and animal feeds, Mr. Edwards promoted this industry thru organization of the Edwards Milk Products Co. He was president of both the engineering company and the milk products company at the time of his death.

Surviving are his widow, Mrs. Lucy Shaw Edwards, and a daughter, Mrs. Daphne Edwards Bell. The trade sympathizes deeply with the bereaved.

Acadia Parish, Louisiana, has a greater acreage of rice than any other county in the United States, 91,823 in 1934, according to the Census.



S. T. Edwards, Chicago, Ill., Deceased.

Eastern Federation Demands Posting of Grain Grades

A demand that wholesale and retail dealers be required to post information on the official U. S. grade of corn offered for sale was included in the resolutions adopted at the closing session of the annual convention of the Eastern Federation of Feed Merchants, held at the Onondaga hotel, Syracuse, N. Y., Feb. 18-19.

Other resolutions severely condemned the wage-hour legislation now before Congress and the President's government reorganization bill, claiming that the retail feed business requires long hours and increases in expenses "such as higher wages or increased employees would mean certain destruction," while proposed government reorganization would place too much power in the hands of the President.

Looking to the good of the feed business other resolutions adopted suggested that 25% of the state milk publicity fund be used to advertise New York butter and cheese, that state lien laws be amended so to give protection to feed merchants' open accounts, that feed control officials employ stringent requirements to control sale of low-grade feed ingredients, that a larger appropriation be made available to checking claims of vitamin content in feeds.

Thompson Re-elected

ALBERT J. THOMPSON, Wycomb, Pa., was re-elected pres. of the federation, Bruce L. Hall, Cooperstown, was named first vice-pres.; James H. Gray, Springfield, second vice-pres.; Louis F. Camp, Walton, an executive com'te member. Directors elected are J. B. Cronk, Eaton; Roger V. Haas, Evans Mills, and L. F. Hewitt, Locke.

PRES. THOMPSON, in his annual address, mentioned itinerant truckers, new developments in animal feeding, and co-operative organizations operating on funds borrowed from the government, as problems facing feed dealers. He urged all feed dealers to join the federation, so the industry might be improved thru united effort.

SECY LOUIS E. THOMPSON, Glen Ridge, N. J., reported 38 new members had joined the federation during the last year, and described legislative problems on which the federation is working.

HOLTON V. NOYES, New York State's commissioner of agriculture and markets, suggested diversified farming as one means of overcoming the milk problem, claiming that New York farmers are too dependent on dairying. Producers, distributors and consumers, said Mr. Noyes, should settle their differences around a conference table, and products should move freely between states.

LIONEL TRUE, on behalf of the Grain & Feed Dealers National Ass'n, extended an invitation to the feed trade to attend the annual convention of that organization in Toronto, Can., next fall.

DR. GEORGE E. BENNETT, Syracuse University, urged a double entry system of bookkeeping that would show assets and liabilities, and enumerated the groups of accounts which should be kept. Inventories he looked upon as particularly important.

PROF. L. C. NORRIS of Cornell's poultry husbandry department, described the nutritional school which Cornell University maintains for feed dealers and manufacturers. Last year's

Hay Movement in February

Receipts and shipments of hay at the various markets during February, compared with February, 1937, in tons, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	13	529	.....	.....
Boston	517	682	.....	150
Chicago	1,955	2,696	243	1,184
Ft. Worth	231	0	462	0
Kan. City	2,544	7,668	538	3,720
Minneapolis	273	489	36	.....
Peoria	.....	530	40	30
Seattle	55	143	.....	.....

school attracted 166. Another school will be held in October.

WILLIAM A. O'BRIEN of the *Rural New Yorker* considered every one of New York state's 2,000 feed dealers a possible influence in his community, and urged these feed dealers to support agricultural institutions and their developments.

A banquet Friday evening, followed by a floor show, and a description of what is new in Washington by Chester Leasure of the U. S. Chamber of Commerce was enjoyed by all.

Washington, D. C.—The average number of eggs produced per farm on Feb. 1 was 37 compared with 24 on the same date last year, an increase of 50%, in spite of fewer birds on the farms, reports the U. S. Department of Agriculture.

Poultry feeding investigators report a staggering gait, or "ataxia," as one of the leading characteristic symptoms marking vitamin A deficiency in chicks. When chicks begin to show this sign it is high time they received plenty of cod liver oil in their feed.

East Lansing, Mich.—A regional poultry research laboratory is being established here by the federal government co-operating with the experiment stations of 25 states. Immediate emphasis will be placed upon the development of effective control methods for fowl paralysis, a disease that is prevalent on both commercial poultry farms and diversified farms.

BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

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by F. B. Morrison

has always been a leading authority. The new 20th edition has been entirely rewritten and revised to contain the latest information on livestock feeding and nutrition. Extensive data are presented concerning the mineral and vitamin content of important feeds. It contains 1,166 pages and 95 informative illustrations. The study of this authoritative book will enable you more intelligently to suggest and compound worth-while rations. Well bound in black keratol, durable covers; weight 5 pounds. Price \$5.00, plus postage. Send for your copy now.

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Pacific Northwest Group Elects Johnstone

Trade policies were discussed by more than 250 delegates to the 10th annual convention of the Pacific Northwest Feed Ass'n, held in Seattle, Wash., Feb. 22. One of the principal speakers at the convention was Ray Bowden, executive vice-pres. of the Grain & Feed Dealers National Ass'n, who explained the probable effects of current national trade problems.

Mr. Bowden declared this nation is now at the cross roads, and we should again get down to a permanent business basis without costly artificial stimulants, which are of only temporary benefit.

John Lehman, retiring president, noted the work of the feed, the legislative, and the hay com'ites.

Howard Hadley, president Oregon Feed Dealers Ass'n, extended an invitation to the Washington group to meet with them in Portland in May.

"Some Respiratory Diseases of Chickens" was the subject of an address, illustrated with slides, by Dr. C. E. Sawyer, Western Washington experiment station, Puyallup.

Gordon Bearse gave an address on "Carnibalism among Flocks," illustrated by slides.

Manager Floyd Oles, in his annual report, said:

Mgr. Oles' Annual Report

We went straight thru the legislative program with success. We completely revised the feed and fertilizer laws, and later under the direction of our feed control com'ite worked out with the Department of Agriculture a set of regulations under that law. The net effect of this is what we believe to be the most progressive and the most enlightened feed and fertilizer legislation in the United States. We obtained the adoption of a revised commission merchants law, which has had a very large effect in limiting, together with the truck law which we also supported, the itinerant trucker competition.

Membership.—The net membership at the end of 1937 was 153 compared with 169 at the end of 1936. Fourteen worthwhile and substantial firms joined the Ass'n.

A very small part of the Ass'n's income goes to the remuneration of its manager and paid staff. The compensation paid your manager, office manager, and for stenographic and legal services, was just under fifty per cent of what you spent for your dues.

A great deal more work has been done for you in the office than out of it, but on the other hand the advertising feature, or what I might call the "boasting" feature, of our work has been underdone.

Labor Relations.—The largest volume of work actually done by the Ass'n in the last year has had to do with labor relations. It has entailed so much legal maneuvering that we have had our attorney, Mr. Thomas A. Williams, move into the same office with the Ass'n, where, however, his only compensation for a very good and zealous piece of work has been to get free office rent and telephone.

Our labor relations have had to do with agreements with a number of different unions. These include various affiliates of the Teamsters Union, the Flour Mill and Cereal Workers Union, and various connections of the C.I.O., particularly the C.I.O. warehousemen.

Highlights of 1937.—One which casts upon us a shadow of regret and sorrow has been the passing of a number of our outstanding Ass'n members. While I cannot now enumerate them I must point out that this meeting misses, as future ones unfortunately must continue to miss, the faces of Hal Howell, George Albers, R. F. Burdick and of several others long known and loved among us. Quite recently another great friend of the industry, our Sec'y of State, Dr. E. N. Hutchinson, has also passed on.

By a hasty trip to California your manager was able to straighten out a disagreement between the mills and the California Department of Agriculture with regard to millfeeds fiber regulation.

Another backward view on 1937 must include the fact of the efficient service and the ultimate departure from the state service of Frank Lightfoot, our feed inspector. Frank has gone to work for the Golden Eagle Milling Co., and we all wish him well, and great success in his new job. In his place Ned Shelton, formerly with Branchflower, has taken over the position. We know that Ned is going to make an efficient and able and fairminded feed and fertilizer inspector.

Protective Savings versus Profit Insurance.—The former idea of an ass'n was that, if the individual member had certain burdens and

dangers lifted from his shoulders, he could go out and make a profit by being left alone to run his own business. That assumption is no longer a safe one. Without the co-operation of fellow members of his industry, he has absolutely no assurance of a profit, no matter how much he is protected. His overhead has crept up and up until it is now an open-mouthed and hungry monster which, unless restrained, is about to gobble him up. His social security taxes are robbing him of his small measure of profit. His labor costs have gone up and the efficiency of his labor has gone down. His hours of operation of labor are restricted, but the costs stay up. He is faced with the competition of the cooperative idea, which is simply another kind of a middleman, but under a fancy name and with governmental support for the ideas, as if it were something new and holy, which it is not. He is faced with the propaganda that anyone who works for profit is wrong and a thief and should be restrained as immoral and a danger to the public welfare. He is faced with increasing regulation by the government on every hand. When all this cumulative burden is added together, it means that his costs of operation have gone up to a point where there is no possible profit in the operation of his business unless something is done to restrain the costs, or to compensate for them. Frankly, we have no way of restraining those costs except within the small degree that we can do so by negotiation with labor unions, and by pooling our resources to hold down taxes through legislation. It looks therefore as if the only possible "out" is to compensate for those added costs.

Union Policing—The Modesto Plan—Two Coercive Systems.—Various methods of meeting this situation have been tried by different industries. An obvious method, and one which we have been criticized for refusing to try, is to make a tie-up of a racketeering kind with labor unions, fix prices of our products, and punish by picketing anybody who fails to adhere to the schedule. This has worked quite successfully, and is still working in some industries, and I have the highest respect for people who have efficiently organized so ungainly and so unstable a system. Frankly, I don't think it will last. I think that trying to operate a system like that is like trying to hold a pyramid on its apex.

Another method has been to make a tie-up under a fair trade act of some kind between wholesalers and retailers, so that wholesalers could fix the resale prices of their products. This is the Modesto plan. While it is working in part, the law under which it was adopted has been found unconstitutional. Nevertheless, we are working such a plan in Grays Harbor County and are proposing to change that plan over to the new Feed Service plan and put it on a solid foundation as soon as possible. It is clear that both of these plans, that of a tie-up with labor unions and that of a tie-up with wholesalers, entail the element of coercion and force. It is proposed in both of them to threaten a man with some kind of business extinction if he doesn't live up to a certain set of trade practices and prices. I don't believe that either one of them will work permanently. I should propose rather to appeal to them on the basis of enlightened self-interest. I propose that

we should ask them to cooperate in a plan which will bring about a compensation for their increased overhead in the form of an increased margin, or at least of a reduced amount of disruption and irregularity in present margins.

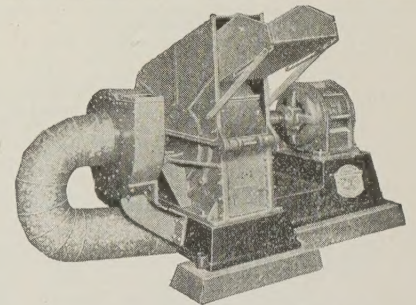
The Co-operatives.—The co-ops are no longer price competitors. They are not likely to be price competitors. The egg co-op's volume of egg business has gone away downhill.

The Poultry Producers of Central California, the largest cooperative on the Coast, are in the feed business. I have talked personally and had dinner with one of their officers recently, and his language in talking with me is significant of a vast change in the attitude of the co-operative movement on this coast. He said to me, in effect, "Mr. Oles, this association is in business for profit just as much as any member of your association. Our organization has a director on the board of the California Hay, Grain & Feed Dealers Ass'n, and participates actively in their Modesto plan. We must have a margin on feeds, we must work for a profit, and we know it. If it has not yet happened, you will find before long that the co-operative societies in your own state are going to come knocking at your door asking you to co-operate with them in maintaining a fair margin for feeds, in trying to make a profit, in trying to stabilize the industry."

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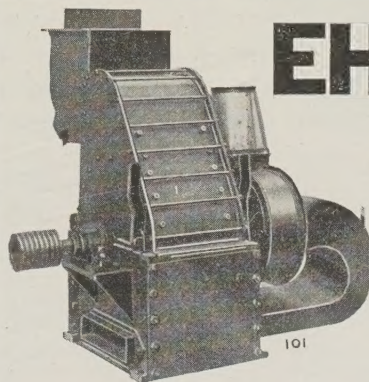
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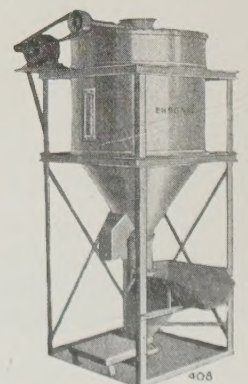
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The problem we have before us is one of regulating ourselves. It is not the competition of the co-operative societies which removed the profit from our business. It is competition with each other which makes it impossible to bring back enough return on our investment to justify the existence of this industry.

The Feed Service Plan.—I believe that we are going to lose a large part of our poultry feed business. On the other hand, I believe that an expansion of the soil conservation program, an increasing market for plant foods, and the continued development of the dairy industry will substitute in time for what we are losing. I believe the solution is found in what we are now calling the "Feed Service Plan."

The Feed Service Plan is a legal adaptation of the Modesto Plan, but along an entirely different line. In the Modesto Plan an effort was made by outright agreement to fix prices or margins in such a way as to restrain or regulate competition. Under the Feed Service Plan we are simply reporting back to members, who report their prices and terms to us, an average of what those prices and terms have been during a fixed period. The result of this is simply a statistical report which any intelligent feed man will use to stabilize his own business and prices and terms, and thereby regularize the business and prevent the slumps which bring about losses. It is this plan which is being put into effect in Lewis County, and which at the request of feed men we are putting into effect in other counties as rapidly as we can efficiently do so.

The only thing which has worked against us has been a feeling on the part of some wholesalers that it might result in so building up the country dealer financially that he, being financially independent, would have a tendency, as one miller expressed it, "to thumb his nose at the mills and mix his own feeds."

It is the country miller who has run off with the business. It is the country miller of whom the terminal millers are afraid. It is the country millers that the terminal millers fear to sit around the table with in a darkened room, for fear he will do something to them when the lights are out. A stabilization plan such as the Feed Service plan, assuring a fair return to dealers in the country, will have the effect of stopping expansion into further manufacturing units in the country, while protecting the ones which already exist. This would protect not only the country millers but also the dealers in terminal mill feeds.

The Co-operatives Will Still Be Here.—I don't think that anything we could do to continue bad or difficult conditions in the country would remove the co-operative from the field. It is still going to be here for a long time to come, probably as long as any of us. It is quite possible that it may fall upon hard times, and may even have to go to the government for money, but don't forget that it is perfectly capable of getting money from the government, which the rest of us cannot do. The co-operative societies are with us and will be with us for a long time to come, and just so long as, and to the extent that, they handle their business on a business-like basis, make a fair margin, and conduct themselves along business lines. The co-operative societies in this state don't even co-operate with each other. Their competition bears the same relation to competition amongst independent feed men that a free-for-all wrestling match of the modern type bears to a good clean boxing bout under Marquis of Queensbury rules. In a fight between co-operatives there are no rules, no holds barred, and anything from eye-gouging to back-biting is perfectly legal, if we are to judge by appearances. It is my earnest belief that we should make a call upon the co-operative societies to start doing a little bit of co-operating. We don't care what they do with the profit, that being their own business. If they want to give it back to their members in the form of dividends, that is entirely up to them. The fact still remains that they are going to have to make a profit if they are going to survive. We are all in the same boat.

The reason for the existence of a co-operative is to maintain in comfort and security the people who run the co-operative. Any other alleged reason is pure propaganda for salesmanship purposes. The purpose of running a feed business is to make a living, what comfort one can secure, and what security one can achieve, for the people who run the feed business. The two situations are exactly parallel. We are two different types of middlemen, but anyone whose living comes from the process of distribution is obviously a middleman. That means that Mr. Beernink and Mr. McIntyre and Mr. Anderson of the Washington Co-operative Egg and Poultry Ass'n, all of whom live exclusively on the returns secured from the distribution business, are just exactly as much middlemen as John Gould, Al Anderson, or Johnny Wilson. The fact that we have different modes of distribution under our various organizations makes no practical difference, and certainly no difference at all as regards proper classification as "middlemen." I call for a larger measure of co-operation on the part of the professional co-operators, and I shall gladly be the first to extend the hand of fellowship amongst all of us "middlemen."

Trade Practices.—Among trade practices there comes up the question of direct sales by wholesale millers. I believe that this development, which many believe to be a serious one, has come out of these unregulated competitive conditions which our Feed Service plan will correct. I believe that millers will find it advantageous to work strictly along the lines of wholesale merchandising if we will give them the support in the country to which I am perfectly willing to admit they are entitled. I am hopeful that an understanding can be worked out thru the Feed Service plan which will result in putting an end to any direct selling by wholesalers.

Election of officers made Ralph Johnstone, Tacoma, pres.; D. M. Bell, Aberdeen, vice-pres., and C. O. Lande, Renton, sec'y-treas. Floyd Oles was renamed the ass'n's manager.

New board members are J. H. Bokey, Whatcom; O. V. Painter for Clark county; George Thompson for Lewis county, and Charles Vaughn, for Peninsula county.

East Lansing, Mich.—Construction of a central research laboratory and coordinating headquarters here for a poultry research program in which 25 north central and north eastern state experiment stations will cooperate, will begin soon, announces Dr. J. R. Mohler, head of the United States Bureau of Animal Industry. Early on the program is development of effective controls for fowl paralysis, a disease that now takes a heavy toll from both commercial and farm flocks.

Ottumwa, Ia.—On complaint of Bob Siegrist, manager of a chick hatchery that opened on Jan. 1 a few doors from a drug store stop for the Burlington buses, these buses have agreed to signal their arrival with less noisy horns than the air-horns they have customarily used. The air horns, complained Siegrist, killed four to five chicks every time they were blown in the vicinity of the hatchery. The baby chicks in his brooders became so frightened that they trampled each other in their efforts to get away from the noise.

Imports and Exports of Feeds

Imports and exports of feedstuffs during December and during the 12 months ending December, compared with the like periods of 1936, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs. except where noted otherwise:

	IMPORTS			
	December		Year	
	1937	1936	1937	1936
Hay*	3,109	19,952	146,149	73,976
Coconut cake†	6,427,584	10,149,563	143,853,302	89,935,656
Soybean cake†	674,082	6,582,186	109,418,304	42,633,105
Cottonseed cake†	3,097,120	5,924,670	41,952,022	27,369,939
Linseed cake†	150,000	3,652,400	24,515,261	37,532,096
All other cake†	115,120	226,013	49,063,471	7,917,478
Wheat fds.*	2,427	46,482	301,577	373,581
Beet pulp*	1,627	7,967	37,027	38,297
Tankage	2,914	2,917	47,190	48,163
Fish scrap	7,100	4,200	68,204	43,722

	EXPORTS			
	December		Year	
	1937	1936	1937	1936
Hay	25,155	52	41,400	2,161
Cottonseed cake	9,017	2	31,289	1,983
Linseed cake	22,299	22,257	287,651	176,041
Other oil cake	675	18	1,989	17,830
Cottonseed meal	2,687	141	16,675	4,127
Linseed meal	1,731	2,997	19,086	10,594
Other oil-cake meal	5,693	1,068	22,620	26,099
Fish meal	608	149	1,051	4,431
Mxd. Dairy feeds	400	199	2,457	1,583
Mxd. poultry feeds	137	97	1,672	1,662
Oyster shells	8,004	4,668	53,320	58,961
Other prepd. & mixed feeds	480	77	4,410	2,018
Other feed bran	2,496	431	9,999	9,018
Kafir, milo, bus.	66	....	4,105	2,148

*2,000-lb. tons. †Pounds.

Freight Advances Opposed by New York Grain Dealers

A luncheon and brief business meeting was held by members of the New York State Hay & Grain Dealers Ass'n at Syracuse, N. Y., Feb. 18, in connection with the annual convention of the Eastern Federation of Feed Merchants. Pres. Millard Funk, Altamont, presided. Sec'y D. Clifford Jones noted proceedings.

H. L. Cross reported on efforts of the ass'n to oppose advances in freight rates, and opened the way for discussion on trucking. Itinerant trucking of hay and reduced duties on imports of hay were considered questions of national importance.

Commercial wheat stocks in the United States decreased from 71,984,000 bus. Feb. 14, to 69,253,000 Feb. 21 and 66,806,000 bus. Feb. 28, as reported by the Bureau of Agricultural Economics.

The A. & P. Tea Co., largest chain grocery, has been directed by the Federal Trade Commission to discontinue accepting on purchases of commodities any quantity discounts or any allowances in lieu of brokerage paid by sellers.




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Elevator Paint	Sliding-Roofing {Asbestos
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Feed Ingredients	Silent Chain Drive
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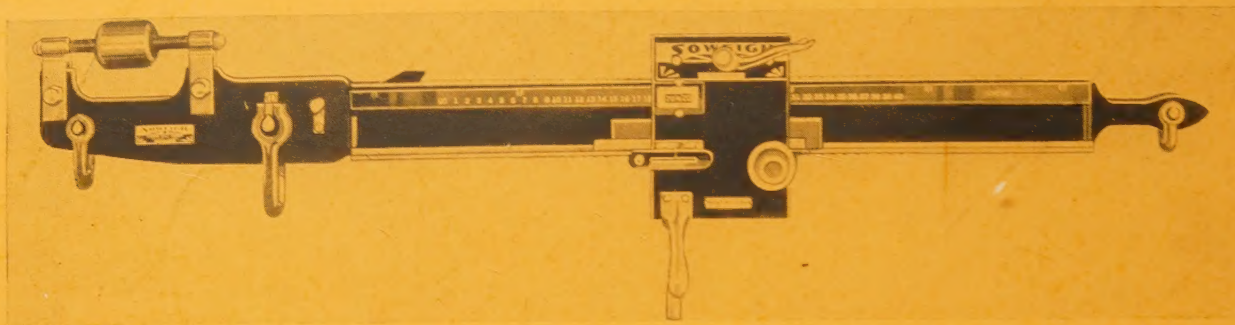
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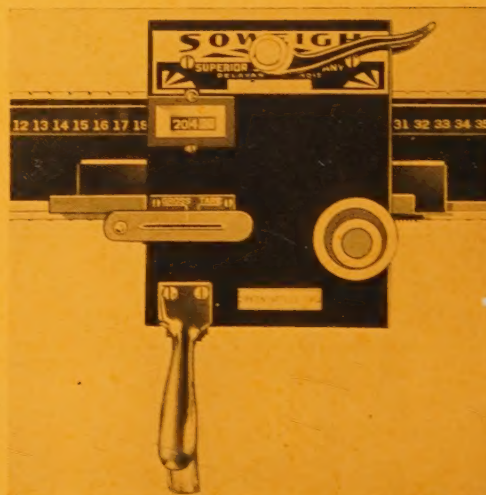
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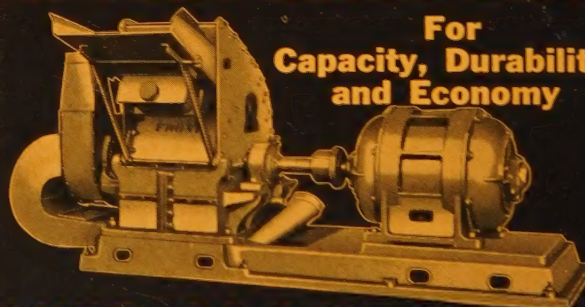
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